

TIMES 1000 COMPUTER SERVICES USAGE

VOLUME IV: TIMES 501 – 1000

INPUT

ABOUT INPUT

INPUT provides planning information, analysis, and recommendations to companies in the information processing industries. Through market research, technology forecasting, and competitive analysis, INPUT supports client management in making informed decisions. Continuing services are provided to users and vendors of computers, communications

The company carries out clients on important issues then develop recommendations receive reports, presentations continuous consulting.

Professional staff have, c processing industry. Most marketing, or planning. T complex business problems

Formed in 1974, INPUT h include over 100 of the wo

CUSTOM		YE-HON EUR:4
AUTHOR Times 1000 computer Serv. Usage		
TITLE		
DATE LOANED	BORROWER'S NAME	

working closely with the research data, ts' needs. Clients s are based, and

information operations, solutions to

rm. Clients panies.

OFFICES

UNITED STATES

2180 Sand Hill Road
Menlo Park, CA 94025
(415) 854-3422

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(201) 368-9471

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Via Soperga 36
Italy
Milan 284-2850

INPUT Australia
Highland Centre, 7-9 Merriwa Street
P.O. Box 110, Gordon N.S.W. 2072
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ny, Ltd.
ta-Aoyama

TIMES TOP 1000: 501-1000
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TIMES TOP 1000: 501-1000
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100 775

WILL USE LESS
IN FUTURE

☐☐☐☐☐☐

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

THE TOP 100 COMPANIES

522

500 CHECHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company ALLENBURGH HOLDINGS Co Ltd
 Address AVENUE RD
LITHAM
LESTER
 Tel: 0376 516600
 Contact Name L.J. KING
 Dept/Division COMPUTER

Title _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer ICL
 Model 2903
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for
☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolive
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

Q. 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

7

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☒

1

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

□

☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ yes

no

no

INPUT

885

Miss M. E. Philpot
Co. Secretary
A. H. Philpot & Sons
Fryerngate
Mill Green
Ingatestone, Essex

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

THE

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company A.H. Philpot and Sons Ltd
 Address Philpot House
RAYLEIGH
ESSEX

Tel: RAYLEIGH 5522
 Contact Name PHILPOT HR
 Dept/Division _____

Title CHAIRMAN

Date _____
 Interview No. 1885
 Reference _____

Q.1. Does your company have its own in-house computers?

☐ yes ☐ no → Please go to Q. 3

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureau services?

☐ yes ☐ no → Please go to Q. 6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell S.I.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
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 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

Note We have a T/O of between 45-50% but no computer !!
 (Signature)

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☐ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

953
Mr. D. C. Purse
Computer Manager
Princes Foods Ltd.
Princes House
Wilson Road
Huyton
Liverpool L36 6AE

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company PRINCES FOODS LTD
 Address PRINCES HOUSE
WILSON ROAD
HAYTON, LIVERPOOL L36 6WE
 Tel: 051 480 7171
 Contact Name MR D.C. PURSE
 Dept/Division _____

Date _____
 Interview No. 1953
 Reference _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer I.C.L. Manufacturer _____
 Model 2903/30 Model _____
 Quantity ONE Quantity _____

Manufacturer _____ Manufacturer _____
 Model _____ Model _____
 Quantity _____ Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used _____ Type of Terminal used _____
 Quantity _____ Quantity _____
 Type of Terminal used _____ Type of Terminal used _____
 Quantity _____ Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☒ no ☐ Please go to Q.6

a) They are used for

☒ Batch Computing ☐ Remote Batch Computing ☐ Interactive Time-sharing
☐ ☐ ☐

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve ☐ of the company's total outside work
☐ BARIC ☐ of the company's total outside work
☐ CMG ☐ of the company's total outside work
☐ ADP/Management Dynamics ☐ of the company's total outside work
☐ GEEST/Cambridge Comp. Service ☐ of the company's total outside work
☐ COMPUTEL ☐ of the company's total outside work
☒ COMPOWER ☐ of the company's total outside work
☐ IBM ☐ of the company's total outside work
☐ CDC ☐ of the company's total outside work
☐ OTHER (Specify) _____ ☐ of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile ☐ U.C.C. ☐ of the company's total outside work
☐ S.I.A. ☐ of the company's total outside work
☐ U.C.S.L. ☐ of the company's total outside work
☐ I.B.M. ☐ of the company's total outside work
☐ COMPOWER ☐ of the company's total outside work
☐ COMPUTEL ☐ of the company's total outside work
☐ SCICON ☐ of the company's total outside work
☐ CDC ☐ of the company's total outside work
☐ LOWNDES-AJAX ☐ of the company's total outside work
☐ OTHER (Specify) _____ ☐ of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. ☐ of the company's total outside work
☐ ADP ☐ of the company's total outside work
☐ COMSHARE ☐ of the company's total outside work
☐ IBM ☐ of the company's total outside work
☐ CRC ☐ of the company's total outside work
☐ ATKINS ☐ of the company's total outside work
☐ CDC ☐ of the company's total outside work
☐ OTHER (Specify) _____ ☐ of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☒ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing Nil % per annum growth/decline
☐ Remote Computing Nil % per annum growth/decline
☐ Interactive timesharing Nil % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☒☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel

☒☒☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☒☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒

yes

☐

no

INPUT

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

986
Mr. J. Veary
DP Manager
Tunnel Refineries
Thames Bank House
Tunnel Avenue
Greenwich
London SE10 0PA

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company TUNNEL REFINERIES LTD.
 Address THAMES BANK HOUSE
TUNNEL AVENUE
GOSENHILL, LONDON SE10.
 Tel: 858 3271
 Contact Name MR. J.A.W. NEARY
 Dept/Division ACCOUNTS

Title DATA PROCESSING MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer ICL
 Model 1901A (8K)
 Quantity ONE

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

INPUT

IN

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☒☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☒☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☒☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☒☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒☐

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

886
Mr. W. J. Bryans
Manager Information Systems
Carnation Foods Co.
Bush House
Aldwych
London WC2B 4QA

7886

TIMES TOP 1000 COMPANIES

Company CARNATION FOOD COMPANY LTDAddress CARNATION HOUSE11 HIGH RDLONDON N2 8BNTel: 883 6443Contact Name M. J. BRYANS

Dept/Division _____

Title M. J. S. ManagerDate _____
Interview No. 1886
Reference _____

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no → Please go to Q. 3Manufacturer IBM
Model 370/115
Quantity 1Manufacturer _____
Model _____
Quantity _____Manufacturer _____
Model _____
Quantity _____Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ Yes ☐ no → Please go to Q. 3Type of Terminal used 3277 IBM
Quantity 8
Type of Terminal used _____
Quantity _____Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☐ Yes ☒ no → Please go to Q. 6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve☐ BARIC☐ CMG☐ ADP/Management Dynamics☐ GEEST/Cambridge Comp. Service☐ COMPUTEL☐ COMPOWER☐ IBM☐ CDC☐ OTHER (Specify)for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile

☐ U.C.C.☐ S.I.A.☐ U.C.S.L☐ I.B.M.☐ COMPOWER☐ COMPUTEL☐ SCICON☐ CDC☐ LOWNDES-AJAX☐ OTHER (Specify)for _____% of the company's total outside work
for _____% of the company's total outside work
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for _____% of the company's total outside work
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for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.☐ ADP☐ COMSHARE☐ IBM☐ CRC☐ ATKINS☐ CDC☐ OTHER (Specify)for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
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for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000☐ ≥ £1000 < £5,000☐ ≥ £5,000 < £12,000☐ ≥ £12,000 < £25,000☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

● Batch Computing _____% per annum growth/decline
● Remote Computing _____% per annum growth/decline
● Interactive timesharing _____% p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Lockwood Foods,
Bridge Road,
Long Sutton,
Spalding,
Lincs. PER 9EQ.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company Lockwood Foods,
 Address Bridge Road,
Long Sutton,
Spalding, Lincs PER 9EQ.

Tel: _____
 Contact Name _____
 Dept/Division _____
 Title _____

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☐ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☐ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☐ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☐ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

751
Mr. G. Middleton
DP Manager
Danepak Ltd.
Caxton Way
Thetford, Norfolk

94 219

TIMES TOP 1000 COMPANIES

Company DADEPAK LTD.
Address CAXTON WAY
THE FORD
NORFOLK
Tel: 0542 4521
Contact Name G. R. M. DAVENPORT
Dept/Division _____

Title D. P. M.

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no ☐ Please go to Q. 3

Manufacturer 164 Manufacturer _____
Model 2904 Model _____
Quantity 1 Quantity _____

Manufacturer _____ Manufacturer _____
Model _____ Model _____
Quantity _____ Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ Yes ☐ no ☐ Please go to Q. 3

Type of Terminal used 164 7502 Type of Terminal used _____
Quantity 3 Quantity _____
Type of Terminal used _____ Type of Terminal used _____
Quantity _____ Quantity _____

Q.3. Do you use external bureaux services?

☐ Yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☒☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel

☒☒☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒☒

4

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

1) ☒ Financial Analysis and Planning

☐☒

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

LEADER

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

933

Mr. R. A. Harrison
DP Manager
Louis C. Edwards & Son
(Manchester) Ltd.
5 New Street
Miles Plating
Manchester, M10 8AP

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

TIMES TOP 1000 COMPANIES

Company LOUIS C. EDWARDS & SONS
 Address NEW STREET,
MILES PLATING,
MANCHESTER, M10 8AP
 Tel: 061-205-4301
 Contact Name R.A. HARRISON
 Dept/Division COMPUTER DEPT.

Title D.P. MANKER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer I.C.L.
 Model 2903/30
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centre file
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☒ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☒ Remote Computing _____% per annum growth/decline
☐ Interactive time sharing _____% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

760
Mr. D. Smalley
DP Manager
Pork Farms
Queen's Drive
Nottingham NG2 1LU

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

TIMES TOP 1000 COMPANIES

Company PORK FARMS
Address QUEENS DRIVE
NOTTINGHAM
NG2 1LU
Tel: NOTTM 866541
Contact Name A.E. SMALLEY
Dept/Division COMPUTER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer <u>I.C.L.</u>	Manufacturer _____
Model <u>2903</u>	Model _____
Quantity <u>1</u>	Quantity _____
Manufacturer _____	Manufacturer _____
Model _____	Model _____
Quantity _____	Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used _____	Type of Terminal used _____
Quantity _____	Quantity _____
Type of Terminal used _____	Type of Terminal used _____
Quantity _____	Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

<input type="checkbox"/> Batch Computing	_____ see (b)
<input type="checkbox"/> Remote Batch Computing	_____ see (c)
<input type="checkbox"/> Interactive Time-sharing	_____ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasolve	for _____ % of the company's total outside work
<input type="checkbox"/> BARIC	for _____ % of the company's total outside work
<input type="checkbox"/> CMG	for _____ % of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____ % of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____ % of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____ % of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____ % of the company's total outside work
<input type="checkbox"/> IBM	for _____ % of the company's total outside work
<input type="checkbox"/> CDC	for _____ % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____ % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/> Centrefile	for _____ % of the company's total outside work
<input type="checkbox"/> U.C.C.	for _____ % of the company's total outside work
<input type="checkbox"/> S.I.A.	for _____ % of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for _____ % of the company's total outside work
<input type="checkbox"/> I.B.M.	for _____ % of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____ % of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____ % of the company's total outside work
<input type="checkbox"/> SCICON	for _____ % of the company's total outside work
<input type="checkbox"/> CDC	for _____ % of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for _____ % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____ % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	for _____ % of the company's total outside work
<input type="checkbox"/> ADP	for _____ % of the company's total outside work
<input type="checkbox"/> COMSHARE	for _____ % of the company's total outside work
<input type="checkbox"/> IBM	for _____ % of the company's total outside work
<input type="checkbox"/> CRC	for _____ % of the company's total outside work
<input type="checkbox"/> ATKINS	for _____ % of the company's total outside work
<input type="checkbox"/> CDC	for _____ % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____ % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="checkbox"/> Batch Computing _____ % per annum growth/decline	} delete as appropriate
<input type="checkbox"/> Remote Computing _____ % per annum growth/decline	
<input type="checkbox"/> Interactive timesharing _____ % p.a. growth/decline	

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input checked="" type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

979 B.
Mr. D. Davys
Co. Secretary
Home Brewery Co.
The Brewery
Daybrook
Nottingham, NG5 6BU

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Date
Interview No. 1344
Reference

Company ACCOUNTANT HOLDINGS CO LTD

Address AVENUE RD

LITTON

ESSEX

Tel: 0376 516600

Contact Name L. F. KING

Dept/Division COMPUTER

Title

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no Please go to Q.3

Manufacturer ICL
Model 2903
Quantity 1

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no Please go to Q.3

Type of Terminal used
Quantity
Type of Terminal used
Quantity

Q.3. Do you use external bureau services?

☐ yes ☒ no Please go to Q.6

☐ Batch Computing see (b)
☐ Remote Batch Computing see (c)
☐ Interactive Time-sharing see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile for % of the company's total outside work
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-ALAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline } delete as
☐ Remote Computing % per annum growth/decline } appropriate
☐ Interactive timesharing % p.a. growth/decline

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☐☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐☐☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ yes☐ no

INPUT

885
Miss M. E. Philpot
Co. Secretary
A. H. Philpot & Sons
Fryerngate
Mill Green
Ingatestone, Essex

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

Mr. D. C. Purse
Computer Manager
Princes Foods Ltd.
Princes House
Wilson Road
Huyton
Liverpool L36 6AE

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

APPLICATION

USE NOW

WILL USE MORE IN FUTURE

WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐
☐
☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐
☐
☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☒
☒
☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐
☐
☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☒
☐
☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐
☒
☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes

☐ no

INPUT

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

TIMES TOP 1000 COMPANIES

Date
Interview No. 1953
Reference

Company PRINCES FOODS LTD
Address PRINCES HOUSE
WILSON ROAD

HAVERHAM, LIVERPOOL L36 6AE

Tel: 051 480 7171

Contact Name MR D.C. PUSEE

Dept/Division

Title COMPUTER MANAGER

Q.1. Does your company have its own in-house computer?

☒ yes ☐ no Please go to Q.3

[Manufacturer I.C.L.
Model 2903/30
Quantity ONE

[Manufacturer
Model
Quantity

[Manufacturer
Model
Quantity

[Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no Please go to Q.3

Type of Terminal used
Quantity
Type of Terminal used
Quantity

Type of Terminal used
Quantity
Type of Terminal used
Quantity

Q.3. Do you use external bureau services?

☒ yes ☒ no Please go to Q.6

a) They are used for

☒ Batch Computing see (b)
☐ Remote Batch Computing see (c)
☐ Interactive Time-sharing see (d)

b) We use the following bureaux for Batch Services:

- ☐ BOC Datasolve for % of the company's total outside work
- ☐ BARIC for % of the company's total outside work
- ☐ CMG for % of the company's total outside work
- ☐ ADP/Management Dynamics for % of the company's total outside work
- ☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
- ☐ COMPUTEL for % of the company's total outside work
- ☒ COMPOWER for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

- Centrefile
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

- ☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

- ☐ < £1000 ☐ ≥ £12,000 < £25,000
☒ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing Nil % per annum growth/decline
 - Remote Computing % per annum growth/decline
 - Interactive timesharing % p.a. growth/decline
- } delete as appropriate

APPLICATION USE NOW WILL USE MORE WILL USE LESS
IN FUTURE IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☒ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

INPUT

986
 Mr. J. Yeary
 DP Manager
 Tunnel Refineries
 Thames Bank House
 Tunnel Avenue
 Greenwich
 London SE10 0PA

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
 TEL: 01-439 6288

INPUT

TIMES TOP 1000 COMPANIES

Date
Interview No. 1986
Reference

Company TUNNEL REFINERIES LTD.

Address TUNNEL BANK HOUSE

TUNNEL AVENUE

GREENWICH LONDON SE10.

Tel: 858 3271

Contact Name MR. J. A. M. NEARY

Dept/Division ACCOUNTS

Title DATA PROCESSING MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no Please go to Q.3

Manufacturer ICL
Model 1901 A (8K)
Quantity ONE

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no Please go to Q.3

Type of Terminal used
Quantity
Type of Terminal used
Quantity

Type of Terminal used
Quantity
Type of Terminal used
Quantity

Q.3. Do you use external bureau services?

☐ yes ☒ no Please go to Q.6

a) They are used for

☐ Batch Computing see (b)
☐ Remote Batch Computing see (c)
☐ Interactive Time-sharing see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve

☐ BARIC

☐ CMG

☐ ADP/Management Dynamics

☐ GEEST/Cambridge Comp. Service

☐ COMPUTEL

☐ COMPOWER

☐ IBM

☐ CDC

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile

☐ U.C.C.

☐ S.I.A.

☐ U.C.S.L.

☐ I.B.M.

☐ COMPOWER

☐ COMPUTEL

☐ SCICON

☐ CDC

☐ LOWNDES-ALAX

☐ OTHER (Specify)

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.

☐ ADP

☐ COMSHARE

☐ IBM

☐ CRC

☐ ATKINS

☐ CDC

☐ OTHER (Specify)

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000

☐ ≥ £1000 < £5,000

☐ ≥ £5,000 < £12,000

☐ ≥ £12,000 < £25,000

☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

● Batch Computing % per annum growth/decline
● Remote Computing % per annum growth/decline
● Interactive timesharing % p.a. growth/decline

} delete as appropriate

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

- a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) ☐ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) ☐ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) ☐ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) ☐ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ YES

☐ NO

INPUT

886
Mr. W. J. Bryans
Manager Information Systems
Carnation Foods Co.
Bush House
Aldwych
London WC2B 4QA

A SURVEY OF THE TIMES TOP 1000 COMPANIES

INPUT
500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
1. <u>TELEVISION</u>	1	1	1
2. <u>MOVIES</u>	1	1	1
3. <u>VIDEO</u>	1	1	1
4. <u>VIDEO CASSETTES</u>	1	1	1
5. <u>VIDEO RECORDERS</u>	1	1	1
6. <u>VIDEO CARS</u>	1	1	1
7. <u>VIDEO TRUCKS</u>	1	1	1
8. <u>VIDEO BUSES</u>	1	1	1
9. <u>VIDEO TRUCKS</u>	1	1	1
10. <u>VIDEO BUSES</u>	1	1	1
11. <u>VIDEO TRUCKS</u>	1	1	1
12. <u>VIDEO BUSES</u>	1	1	1
13. <u>VIDEO TRUCKS</u>	1	1	1
14. <u>VIDEO BUSES</u>	1	1	1
15. <u>VIDEO TRUCKS</u>	1	1	1
16. <u>VIDEO BUSES</u>	1	1	1
17. <u>VIDEO TRUCKS</u>	1	1	1
18. <u>VIDEO BUSES</u>	1	1	1
19. <u>VIDEO TRUCKS</u>	1	1	1
20. <u>VIDEO BUSES</u>	1	1	1
21. <u>VIDEO TRUCKS</u>	1	1	1
22. <u>VIDEO BUSES</u>	1	1	1
23. <u>VIDEO TRUCKS</u>	1	1	1
24. <u>VIDEO BUSES</u>	1	1	1
25. <u>VIDEO TRUCKS</u>	1	1	1
26. <u>VIDEO BUSES</u>	1	1	1
27. <u>VIDEO TRUCKS</u>	1	1	1
28. <u>VIDEO BUSES</u>	1	1	1
29. <u>VIDEO TRUCKS</u>	1	1	1
30. <u>VIDEO BUSES</u>	1	1	1
31. <u>VIDEO TRUCKS</u>	1	1	1
32. <u>VIDEO BUSES</u>	1	1	1
33. <u>VIDEO TRUCKS</u>	1	1	1
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36. <u>VIDEO BUSES</u>	1	1	1
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52. <u>VIDEO BUSES</u>	1	1	1
53. <u>VIDEO TRUCKS</u>	1	1	1
54. <u>VIDEO BUSES</u>	1	1	1
55. <u>VIDEO TRUCKS</u>	1	1	1
56. <u>VIDEO BUSES</u>	1	1	1
57. <u>VIDEO TRUCKS</u>	1	1	1
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59. <u>VIDEO TRUCKS</u>	1	1	1
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61. <u>VIDEO TRUCKS</u>	1	1	1
62. <u>VIDEO BUSES</u>	1	1	1
63. <u>VIDEO TRUCKS</u>	1	1	1
64. <u>VIDEO BUSES</u>	1	1	1
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66. <u>VIDEO BUSES</u>	1	1	1
67. <u>VIDEO TRUCKS</u>	1	1	1
68. <u>VIDEO BUSES</u>	1	1	1
69. <u>VIDEO TRUCKS</u>	1	1	1
70. <u>VIDEO BUSES</u>	1	1	1
71. <u>VIDEO TRUCKS</u>	1	1	1
72. <u>VIDEO BUSES</u>	1	1	1
73. <u>VIDEO TRUCKS</u>	1	1	1
74. <u>VIDEO BUSES</u>	1	1	1
75. <u>VIDEO TRUCKS</u>	1	1	1
76. <u>VIDEO BUSES</u>	1	1	1
77. <u>VIDEO TRUCKS</u>	1	1	1
78. <u>VIDEO BUSES</u>	1	1	1
79. <u>VIDEO TRUCKS</u>	1	1	1
80. <u>VIDEO BUSES</u>	1	1	1
81. <u>VIDEO TRUCKS</u>	1	1	1
82. <u>VIDEO BUSES</u>	1	1	1
83. <u>VIDEO TRUCKS</u>	1	1	1
84. <u>VIDEO BUSES</u>	1	1	1
85. <u>VIDEO TRUCKS</u>	1	1	1
86. <u>VIDEO BUSES</u>	1	1	1
87. <u>VIDEO TRUCKS</u>	1	1	1
88. <u>VIDEO BUSES</u>	1	1	1
89. <u>VIDEO TRUCKS</u>			

☐☐☐☐☐ no

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

TIMES TOP 1000 COMPANIES

Date 1-5-82
Interview No. 582
Reference

Company Lockwood Foods,
Address Bridge Road,
Long Sutton,

Spalding, Lincs PER 9EQ.

Tel:

Contact Name

Title

Dept/Division

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer Manufacturer
Model Model
Quantity Quantity

Manufacturer Manufacturer
Model Model
Quantity Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used Type of Terminal used
Quantity Quantity
Type of Terminal used Type of Terminal used
Quantity Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.6

a) They are used for ☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BARIIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile ☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline

delete as appropriate

APPLICATION USE NOW WILL USE MORE WILL USE LESS
IN FUTURE IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☐ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☐ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☐ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☐ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

INPUT

751
Mr. G. Middleton
DP Manager
Danepak Ltd.
Caxton Way
Thetford, Norfolk

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Date
Interview No. 1751
Reference

Company DATEPARK LTD.
Address CAXTON WAY
THE FLOODS
NORFOLK
Tel: 0942 4521
Contact Name E. R. M. DAVENPORT
Deputy/Division

Title D. P. M.

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no Please go to Q.3

Manufacturer ICL
Model 2904
Quantity 1

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ Yes ☐ no Please go to Q.3

Type of Terminal used 1cc 2502
Quantity 3
Type of Terminal used
Quantity

Type of Terminal used
Quantity
Type of Terminal used
Quantity

Q.3. Do you use external bureau services?

☐ yes ☒ no Please go to Q.6

a) They are used for

☐ Batch Computing see (b)
☐ Remote Batch Computing see (c)
☐ Interactive Time-sharing see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centre/lie for % of the company's total outside work
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline

} delete as appropriate

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☒☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel

☒☒☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☐☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes

☐ no

INPUT

933
Mr. R. A. Harrison
DP Manager
Louis C. Edwards & Son
(Manchester) Ltd.
5 New Street
Miles Platting
Manchester, M10 8AP

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INDUSTRY

TIMES TOP 1000 COMPANIES

Date _____
Interview No. 1933
Reference _____

Company LOUIS C. EDWARDS & SONS

Address NEW STREET,

MILES PLATING,

MANCHESTER, M10 8AD

Tel: 061-205-4301

Contact Name R.A. HARRISON

Dept/Division COMPUTER DEPT.

Title B.P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no \rightarrow Please go to Q.3

Manufacturer I.C.L.
Model 2903/30
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no \rightarrow Please go to Q.3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureau services?

☒ yes ☐ no \rightarrow Please go to Q.6

a) They are used for

☐ Batch Computing \rightarrow see (b)
☐ Remote Batch Computing \rightarrow see (c)
☐ Interactive Time-sharing \rightarrow see (d)

b) We use the following bureaux for Batch Services:

- ☐ BOC Database
- ☐ BARIC
- ☐ CMG
- ☐ ADP/Management Dynamics
- ☐ GEEST/Cambridge Comp. Service
- ☐ COMPUTEL
- ☐ COMPOWER
- ☐ IBM

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile

- ☐ U.C.C.
- ☐ S.I.A.
- ☐ U.C.S.L.
- ☐ I.B.M.
- ☐ COMPOWER
- ☐ COMPUTEL
- ☐ SCICON
- ☐ CDC
- ☐ LOWNDES-AJAX
- ☐ OTHER (Specify)

for 122 % of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

- ☐ Honeywell I.S.
- ☐ ADP
- ☐ COMSHARE
- ☐ IBM
- ☐ CRC
- ☐ ATKINS
- ☐ CDC
- ☐ OTHER (Specify)

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ \geq £12,000 < £25,000
☒ \geq £1000 < £5,000 ☐ \geq £25,000
☐ \geq £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

~~Batch Computing~~ _____ % per annum growth/decline
~~Remote Computing~~ 0 % per annum growth/decline
~~Interactive time sharing~~ _____ % p.a. growth/decline
delete as appropriate

WILL USE LESS
IN FUTURE

☐☐

4

☐☐☐ **no**

INPUT

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

PUT IN

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Date
Interview No. 1740
Reference

Company Pork Farms
Address QUEENS DRIVE
NOTTINGHAM
NG2 1LU
Tel: NOTTM 866541
Contact Name D.E. SMALLEY
Dept/Division COMPUTER

Title D.P.M.

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer 1.C.C.L.
Model 2903130
Quantity 1

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used
Quantity
Type of Terminal used
Quantity

Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q.6

a) They are used for
☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline

} delete as appropriate

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☒☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel

☒☒☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☐☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes☐ No

INPUT

979 8.
Mr. R. Davys
Co. Secretary
Home Brewery Co.
The Brewery
Daybrook
Nottingham, NG5 6BU

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

Date _____
Interview No. 1979
Reference _____

TIMES TOP 1000 COMPANIES

Company HONE BREWERY COMPANY LIMITED,
Address DAYSBROOK,
NOTTINGHAM,
NOTTS., NG5 6BU

Ref. 269741
Contact Name MR P.G. FROST
Dep't/Division DAM PROCESSING

TILLO D.P. MANAGER

1. Does your company have its own in-house computers?

☐ no \longrightarrow Please go to Q. 3

Manufacturer I. B. M. Manufacturer _____
Model SYSTEM 3/12 Model _____
Quantity ONE Quantity _____

Manufacturer	Manufacturer
Model	Model
Quantity	Quantity

2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ no \longrightarrow Please go to Q.3

Type of Terminal used _____	Type of Terminal used _____
Quantity _____	Quantity _____
Type of Terminal used _____	Type of Terminal used _____
Quantity _____	Quantity _____

3. Do you use external bureaux services?

☒ no \longrightarrow Please go to Q.6

They are used for

<input type="checkbox"/>	Batch Computing	→ see (b)
<input type="checkbox"/>	Remote Batch Computing	→ see (c)
<input type="checkbox"/>	Interactive Time-sharing	→ see (d)

We use the following bureaux for Batch Services:

<input type="checkbox"/>	BOC Datasolve	for _____% of the company's total outside work
<input type="checkbox"/>	BARIC	for _____% of the company's total outside work
<input type="checkbox"/>	CMG	for _____% of the company's total outside work
<input type="checkbox"/>	ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/>	GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/>	COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/>	COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/>	IBM	for _____% of the company's total outside work
<input type="checkbox"/>	CDC	for _____% of the company's total outside work
<input type="checkbox"/>	OTHER (Specify)	for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile	for ____% of the company's total outside work
<input type="checkbox"/> U.C.C.	for ____% of the company's total outside work
<input type="checkbox"/> S.I.A.	for ____% of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for ____% of the company's total outside work
<input type="checkbox"/> I.B.M.	for ____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for ____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for ____% of the company's total outside work
<input type="checkbox"/> SCICON	for ____% of the company's total outside work
<input type="checkbox"/> CDC	for ____% of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for ____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for ____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/>	Honeywell I.S.	for _____% of the company's total outside work
<input type="checkbox"/>	ADP	for _____% of the company's total outside work
<input type="checkbox"/>	COMSHARE	for _____% of the company's total outside work
<input type="checkbox"/>	IBM	for _____% of the company's total outside work
<input type="checkbox"/>	CRC	for _____% of the company's total outside work
<input type="checkbox"/>	ATKINS	for _____% of the company's total outside work
<input type="checkbox"/>	CDC	for _____% of the company's total outside work
<input type="checkbox"/>	OTHER (Specify)	for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing _____ % per annum growth/decline
- Remote Computing _____ % per annum growth/decline
- Interactive timesharing _____ % p.a. growth/decline

} deletes appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

967
Mr. P. D. Parke
DP Manager
James Burrough
Beefeater House
Montford Place
Kennington Lane
London SE11 5DF

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

MES TOP 1000 COMPANIES

Company JAMES BURNHAM LTD
 Address REDFENTON HOUSE
HEATHFIELD PL4 9CB
SE11 5DF
 Tel 01 735 8131
 Contact Name P. D. DALLIC
 Division Data Processing

Does your company have its own in-house computers?

☒ Yes ☐ no → Please go to Q. 3

Manufacturer Honeywell
 Model Model 62
 Quantity 1

To be installed OCT 78.

Manufacturer _____
 Model _____
 Quantity _____

Are any of these computers used in a time-sharing or remote batch/service mode?

☐ Yes ☒ no → Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

3. Do you use external bureaux services?

☒ Yes ☐ no → Please go to Q. 6

They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☒ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) BARNARD

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for 70% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for 30% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☒ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 20% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input checked="" type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input checked="" type="checkbox"/> Personnel	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

999
Mrs C. Oag
Glenlivet Distillers Ltd.
45 Frederick Street
PO Box 29
Edinburgh EH2 1YG

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company THE GUNNIST DISTINERS LTD.
 Address 15 FREDERICK STREET
EDINBURGH
EH2 1YG
 Tel: 031-226-6581
 Contact Name Carole-Anne Oag
 Dept/Division Financial

Title Computer Liaison
Assistant

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer _____	Manufacturer _____
Model _____	Model _____
Quantity _____	Quantity _____
Manufacturer _____	Manufacturer _____
Model _____	Model _____
Quantity _____	Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used _____	Type of Terminal used _____
Quantity _____	Quantity _____
Type of Terminal used _____	Type of Terminal used _____
Quantity _____	Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☒ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasolve	for _____% of the company's total outside work
<input type="checkbox"/> BARIC	for _____% of the company's total outside work
<input type="checkbox"/> CMG	for _____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input checked="" type="checkbox"/> OTHER (Specify)	for <u>20</u> % of the company's total outside work

SCOTTISH COMPUTER SERVICES LTD.

INPUT

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/> Centrefile	for _____% of the company's total outside work
<input type="checkbox"/> U.C.C.	for _____% of the company's total outside work
<input type="checkbox"/> S.I.A.	for _____% of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for _____% of the company's total outside work
<input type="checkbox"/> I.B.M.	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> SCICON	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input checked="" type="checkbox"/> Honeywell I.S.	for <u>20</u> % of the company's total outside work
<input type="checkbox"/> ADP	for _____% of the company's total outside work
<input type="checkbox"/> COMSHARE	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CRC	for _____% of the company's total outside work
<input type="checkbox"/> ATKINS	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input checked="" type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input checked="" type="checkbox"/> Batch Computing <u>50</u> % per annum growth/decline	} delete as appropriate
<input type="checkbox"/> Remote Computing _____% per annum growth/decline	
<input type="checkbox"/> Interactive timesharing <u>52</u> % p.a. growth/decline	

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

Mr. D.S.F. Nelson
Computer Manager
Gonzalez Byass (UK) Ltd
91 Park Street
London W.1.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

TIMES TOP 1000 COMPANIES

Company GENZALE BRASS (UK) LTD
Address 91 PARK ST
LONDON
W1

Tel: 01-629-9814
Contact Name DSF NELSON
Dept/Division COMPUTER

Title COMPUTER MANAGER

Date
Interview No. 1587
Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no \rightarrow Please go to Q.3

Manufacturer BULLDOGS
Model B1724
Quantity 1

Manufacturer BULLDOGS
Model B1714
Quantity 1

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no \rightarrow Please go to Q.3

Type of Terminal used
Quantity
Type of Terminal used
Quantity

Type of Terminal used
Quantity
Type of Terminal used
Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no \rightarrow Please go to Q.6

a) They are used for

☐ Batch Computing \rightarrow see (b)
☐ Remote Batch Computing \rightarrow see (c)
☐ Interactive Time-sharing \rightarrow see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ \geq £12,000 < £25,000
☐ \geq £1000 < £5,000 ☐ \geq £25,000
☐ \geq £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☒ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

713
Mr. A. Ramsey
DP Manager
W/m. Grant & Sons
Park Road
Paisley
PA2 6YA

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company WILLIAM GRANT & SONS LTD
Address PARK ROAD
PAISLEY

Tel: 041-884-3211

Contact Name R.F. RAMSAY

Dept/Division DATA PROCESSING

Title D.P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no \rightarrow Please go to Q.3

Manufacturer BURROUGHS
Model B-1714
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no \rightarrow Please go to Q.3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no \rightarrow Please go to Q.6

a) They are used for

☐ Batch Computing \rightarrow see (b)
☐ Remote Batch Computing \rightarrow see (c)
☐ Interactive Time-sharing \rightarrow see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile

☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ \geq £12,000 < £25,000
☐ \geq £1000 < £5,000 ☐ \geq £25,000
☐ \geq £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

23A

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☐ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

892
Mr. R. D. Oakes
Company Secretary
Highland Distilleries
106 West Nile Street
Glasgow, G1 2QY

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company Highland Distillers Co Ltd
Address 100 West Dune St
Glasgow

Tel: 041-332-7511
Contact Name R.D. ONKES
Dept/Division _____

Title COMPANY SECRETARY

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☒ OTHER (Specify) Bank of Scotland for 5% of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☒ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

500

627
Mr. C. W. Rae
Co. Secretary
Inver House Distillers
Moffat Distillers
Tower Road
Airdrie

1000

A SURVEY OF THE

☐ ☒ ☒

TIMES TOP 1000 COMPANIES

☐ ☒ ☒

□ □ □

☐ ☒ ☒☐ ☒ ☐

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

LEAD

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company INVEN HOUSE DISTRIBUTION LTD
Address MOFFAT DISTRICT
ARGLIE
Tel: ARGLIE 69377
Contact Name C. W. RAE
Dept/Division _____

Date _____
Interview No. 1627
Reference _____

Title _____

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer _____ Model _____ Quantity _____	Manufacturer _____ Model _____ Quantity _____
---	---

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used _____ Quantity _____	Type of Terminal used _____ Quantity _____
---	---

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

<input type="checkbox"/> Batch Computing	→ see (b)
<input type="checkbox"/> Remote Batch Computing	→ see (c)
<input type="checkbox"/> Interactive Time-sharing	→ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasolve	for _____% of the company's total outside work
<input type="checkbox"/> BARIC	for _____% of the company's total outside work
<input type="checkbox"/> CMG	for _____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input checked="" type="checkbox"/> OTHER (Specify) <u>McR. SCS.</u>	for <u>75</u> % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile	for _____% of the company's total outside work
<input type="checkbox"/> U.C.C.	for _____% of the company's total outside work
<input type="checkbox"/> S.I.A.	for _____% of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for _____% of the company's total outside work
<input type="checkbox"/> I.B.M.	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> SCICON	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	for _____% of the company's total outside work
<input type="checkbox"/> ADP	for _____% of the company's total outside work
<input type="checkbox"/> COMSHARE	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CRC	for _____% of the company's total outside work
<input type="checkbox"/> ATKINS	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input checked="" type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="checkbox"/> Batch Computing <u>20</u> % per annum growth/decline	} delete as appropriate
<input type="checkbox"/> Remote Computing _____% per annum growth/decline	
<input type="checkbox"/> Interactive timesharing _____% p.a. growth/decline	

510 261

WILL USE LESS
IN FUTURE

4

☐☐☐☐

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. B. Taylor
Grp. Accountant
National Carbonising Co.
Crow Hill Drive
Mansfield, Notts.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

תורה

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company NATIONAL CARBONISING COMPANY LIMITEDAddress 2300 HILL DRIVEMANCHESTERNOTESTel: (0623) 216414Contact Name B. TAYLORDept/Division General ServicesTitle Group Accountant

Date

Interview No. IAS7

Reference

Q.1. Does your company have its own in-house computers?

☐ yes☒ no

Please go to Q. 3

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes☐ no

Please go to Q. 3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☒ yes☐ no

Please go to Q. 6

a) They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☒ OTHER (Specify) PAGE 5 for 100% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifilo
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☒ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 20% per annum growth/decline
☐ Remote Computing ---% per annum growth/decline
☐ Interactive timesharing ---% p.a. growth/decline
delete as appropriate

27,812

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE .

USE NOW

☒☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

☐☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

☒☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

☒☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

☐☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

5

☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

615
Mr. I.J. Smith
Manager of Management Systems
Associated Octel Company Ltd
Oil Sites Road
Ellesmere Port
S. Wirral

TURN

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company ASSOCIATED PETER SELLID
Address FLESHMORE ROAD,
SOUTH WIRRAL,
L65 4HF

Tel: 051-355-2611
Contact Name I.J. SMITH
Dept/Division P. & M.S.

Title MANAGER, MANAGEMENT
SYSTEMS

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer HONEYWELL	Manufacturer
Model 2040A	Model
Quantity 1	Quantity
Manufacturer	Manufacturer
Model	Model
Quantity	Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used HONEYWELL 7750	Type of Terminal used
Quantity 3	Quantity
Type of Terminal used	Type of Terminal used
Quantity	Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q. 6

a) They are used for

<input checked="" type="checkbox"/> Batch Computing	→ see (b)
<input type="checkbox"/> Remote Batch Computing	→ see (c)
<input checked="" type="checkbox"/> Interactive Time-sharing	→ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasolve	for ___% of the company's total outside work
<input type="checkbox"/> BARIC	for ___% of the company's total outside work
<input type="checkbox"/> CMG	for ___% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for ___% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for ___% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for ___% of the company's total outside work
<input type="checkbox"/> COMPOWER	for ___% of the company's total outside work
<input type="checkbox"/> IBM	for ___% of the company's total outside work
<input type="checkbox"/> CDC	for ___% of the company's total outside work
<input checked="" type="checkbox"/> OTHER (Specify) CENTREFILE	for 80% of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

Centrefile	for ___% of the company's total outside work
<input type="checkbox"/> U.C.C.	for ___% of the company's total outside work
<input type="checkbox"/> S.I.A.	for ___% of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for ___% of the company's total outside work
<input type="checkbox"/> I.B.M.	for ___% of the company's total outside work
<input type="checkbox"/> COMPOWER	for ___% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for ___% of the company's total outside work
<input type="checkbox"/> SCICON	for ___% of the company's total outside work
<input type="checkbox"/> CDC	for ___% of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for ___% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	for ___% of the company's total outside work
<input type="checkbox"/> ADP	for ___% of the company's total outside work
<input type="checkbox"/> COMSHARE	for ___% of the company's total outside work
<input type="checkbox"/> IBM	for ___% of the company's total outside work
<input type="checkbox"/> CRC	for ___% of the company's total outside work
<input checked="" type="checkbox"/> ATKINS	for 10% of the company's total outside work
<input type="checkbox"/> CDC	for ___% of the company's total outside work
<input checked="" type="checkbox"/> OTHER (Specify) CSS	for 10% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input checked="" type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="checkbox"/> Batch Computing <u>11.5</u> % per annum growth/decline	delete as appropriate
<input type="checkbox"/> Remote Computing ___ % per annum growth/decline	
<input type="checkbox"/> Interactive timesharing <u>10</u> % p.a. growth/decline	

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☒☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☐☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

605

Mr. J. Hodges
Data Processing Manager
British Vita Co. Ltd
Soudan Street
Middleton
Manchester M24 2DB

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company BRITISH VITA CO. LTD.
Address 50 GERRARD STREET
MANCHESTER M14 300
Tel: 061-643-1133
Contact Name Mrs. J. HOOBES
Dept/Division _____

Title DATA PROCESSING
MANAGER

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer _____	Manufacturer _____
Model _____	Model _____
Quantity _____	Quantity _____

Manufacturer _____	Manufacturer _____
Model _____	Model _____
Quantity _____	Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used _____	Type of Terminal used _____
Quantity _____	Quantity _____
Type of Terminal used _____	Type of Terminal used _____
Quantity _____	Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

<input type="checkbox"/> Batch Computing	→ see (b)
<input type="checkbox"/> Remote Batch Computing	→ see (c)
<input checked="" type="checkbox"/> Interactive Time-sharing	→ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasolve	for _____% of the company's total outside work
<input type="checkbox"/> BARIC	for _____% of the company's total outside work
<input type="checkbox"/> CMG	for _____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify) _____	for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile	<input type="checkbox"/>
U.C.C.	<input type="checkbox"/>
S.I.A.	<input type="checkbox"/>
U.C.S.L.	<input type="checkbox"/>
I.B.M.	<input type="checkbox"/>
COMPOWER	<input type="checkbox"/>
COMPUDEL	<input type="checkbox"/>
SCICON	<input type="checkbox"/>
CDC	<input type="checkbox"/>
LOWNDES-AJAX	<input type="checkbox"/>
OTHER (Specify) _____	<input type="checkbox"/>

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.	<input type="checkbox"/>
ADP	<input type="checkbox"/>
COMSHARE	<input type="checkbox"/>
IBM	<input type="checkbox"/>
CRC	<input type="checkbox"/>
ATKINS	<input type="checkbox"/>
CDC	<input type="checkbox"/>
OTHER (Specify) _____	<input checked="" type="checkbox"/>

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

D. S. I

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input checked="" type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing _____% per annum growth/decline
- Remote Computing _____% per annum growth/decline
- Interactive timesharing 10% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☐ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☐ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

822
Mr. A. H. Balshen
DP Manager
Camrex Holdings
Camrex House
3 Tatham Street
Sunderland, SR1 2QA

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company AMEREX (HOLDINGS) LTD
 Address PO BOX 34
SUNDERLAND
TYNE & WEAR SR1 2QA
 Tel: (0753) 70311
 Contact Name A. H. BASHEN
 Dept/Division ACCOUNTS

Date 18/22
 Interview No. 1822
 Reference

Title D. P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer I. B. M.
 Model S/32
 Quantity 1

Manufacturer
 Model
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used
 Quantity
 Type of Terminal used
 Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q. 6

a) They are used for
☒ Batch Computing see (b)
☒ Remote Batch Computing see (c)
☐ Interactive Time-sharing see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☒ OTHER (Specify)
DATA SCIENCES INTERNATIONAL, LEEDS.

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for 100 % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☒ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL. 01 476 6398

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

950
Mr. E. Baes
Development Manager
P. Leiner & Sons
Treforest Industrial Estate
Nr. Pontypridd
Mid. Glam.

TIMES TOP 1000 COMPANIES

Company B. Leiner & Sons (Encapsulations) Ltd.
 Address Treforest, Mid. Glamorgan
South Wales, CF7 5SU
 Tel: Treforest: 2464
 Contact Name E. K. Baes
 Dept/Division Development

Title New Products Development
 Manager

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer
 Model
 Quantity

Manufacturer
 Model
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used
 Quantity

Type of Terminal used
 Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q. 6

a) They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☒ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☒ OTHER (Specify) Inde london Consultant

for 10 % of the company's total outside work
 for 10 % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☒ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 5.0 % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☒ Engineering/Scientific

☒☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☒☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel

☒☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☒☐☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes☐ no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

824
Mr. M. P. Rowlings
Operations Manager
Smith, Kline & French Labs.
Mundells
Welwyn Garden City
Herts.

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company SMITH KLINE & FREEMAN LABS.
 Address MUNDRELLS
SMITHKLINEBEECHAM
WILLOW GARDEN CITY, N.Y.
 Tel: W.G. 25111 EXT 132
 Contact Name HILTON ROWLING
 Dept/Division COMPUTER SERVICES

Title D.P.S. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no ☐ Please go to Q.3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☒ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☒ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ☐ per annum growth/decline
☐ Remote Computing ☐ per annum growth/decline
☐ Interactive timesharing ☐ p.a. growth/decline

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☒ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☐ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

Mr. R. Wheeler
Computer Operations Supervisor
Aspro-Nicholas
Teleprocessing & Computer Centre
225 Bath Road
Slough
Berks SL1 4AU

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company THE TELEPROCESSING COMPUTER CENTRE LTD

Address 225 BATH ROAD

SLOUGH

BG20 5LJ 4AJ

Tel: SLOUGH 28087

Contact Name R.J. WHEELER

Dept/Division CUSTOMER SERVICES

Title CUSTOMER SERVICES MANAGER

Date 15/18
Interview No. 1518
Reference 1518

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer BURROUGHS
Model B2700
Quantity 1

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode? (Range Time)

☒ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used TC500 (REMOTE)
Quantity 3

Type of Terminal used TC 600 (REMOTE)
Quantity 3

Type of Terminal used TC4000 B (REMOTE)
Quantity 3

Type of Terminal used TD 400 - TD700 (VDU)
Quantity 3

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve for ___% of the company's total outside work
☐ BARIC for ___% of the company's total outside work
☐ CMG for ___% of the company's total outside work
☐ ADP/Management Dynamics for ___% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for ___% of the company's total outside work
☐ COMPUTEL for ___% of the company's total outside work
☐ COMPOWER for ___% of the company's total outside work
☐ IBM for ___% of the company's total outside work
☐ CDC for ___% of the company's total outside work
☐ OTHER (Specify) for ___% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile

☐ U.C.C.

☐ S.I.A.

☐ U.C.S.L

☐ I.B.M.

☐ COMPOWER

☐ COMPUTEL

☐ SCICON

☐ CDC

☐ LOWNDES-AJAX

☐ OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.

☐ ADP

☐ COMSHARE

☐ IBM

☐ CRC

☐ ATKINS

☐ CDC

☐ OTHER (Specify)

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ___% per annum growth/decline
☐ Remote Computing ___% per annum growth/decline
☐ Interactive timesharing ___% p.a. growth/decline

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input checked="" type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

Mr. S. Hope
Data Processing Manager
BASF United Kingdom Ltd
P.O. Box 4
Earl Road
Cheshire Hulme
Cheshire SK8 6QG

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company BASF UNITED KINGDOM LTD.

Address P.O. BOX 4
EARL ROAD, CHESTER.

Tel: 061 485 6222.

Contact Name P. HOLE.

Dep/Division COMPUTER SERVICES.

Title Computer Services Mgr.

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no ☐ Please go to Q.3

Manufacturer IBM
Model 370/125
Quantity 1.

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ Yes ☒ no ☐ Please go to Q.3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☐ Yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CM/G
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile

☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

113, 142, 271, 311

WILL USE LESS
IN FUTURE

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

☐☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

☐☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

☒

□

☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

☐☐☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

THE

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

A SURVEY OF THE

TWENTY TOP 100 COMPANIES

TIMES TOP 1000 COMPANIES

Company CONTINUED CARD & CO. LTD.
Address 87, QUEEN VICTORIA ST.
LONDON
E.C.4.
Tel: 01-236-1505
Contact Name D.S. WIGGINS
Dept/Division ACCOUNTS DEPT.

Date _____
Interview No. 1555
Reference _____

GROUP MANAGEMENT
Title ACCOUNTANT.

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q. 6

a) They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☒ OTHER (Specify)
LOWNDES-AJAX.
CENTRE FILE

for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work

1% (myrow)

INPUT

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work
for _____ % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☒ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 30 % per annum growth/decline
☐ Remote Computing _____ % per annum growth/decline
☐ Interactive timesharing _____ % p.a. growth/decline
delete as appropriate

LOWNDES-AJAX.
CENTRE FILE

INPUT

INP

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☒☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes

☐ no

Mrs. J.P. Murphy
Computer Manager
Federated Chemical Holdings Ltd
Suffolk House
George Street
Croydon CR9 3QL

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company W. K. GREEK CHEMICAL GROUP
Address SUEDECK HOUSE
GEORGE ST.
CROYDON

Tel: 01-686-0544
Contact Name MRS MURPHY
Dep/Division COMPUTER

Title COMPUTER
MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no \rightarrow Please go to Q.3

Manufacturer ICL
Model SYSTEM 10
Quantity 2

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no \rightarrow Please go to Q.3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no \rightarrow Please go to Q.6

a) They are used for

☐ Batch Computing \rightarrow see (b)
☐ Remote Batch Computing \rightarrow see (c)
☐ Interactive Time-sharing \rightarrow see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ \geq £12,000 < £25,000
☐ \geq £1000 < £5,000 ☐ \geq £25,000
☐ \geq £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

Q.6: Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☒☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☒☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☒☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☒☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. G.K. James
DP Manager
W.R. Grace Ltd
Northdale House
North Circular Road
London NW10

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company W.R. GRACE LTD
Address NORTHALL HOUSE
NORTH CIRCULAR ROAD
LONDON NW10 7UH
Tel: 01-965-0811
Contact Name G.K. JAMES
Dept/Division FINANCIAL SERVICES

Date 1578
Interview No. 1578
Reference

Title DPM

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer DEC
Model POP 11/40
Quantity 1

Manufacturer DEC
Model POP 11/40
Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used As above, with a 370/135 in our French company

Quantity 1
Type of Terminal used POP 11/40
Quantity 1

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☒ Batch Computing see (b)
☐ Remote Batch Computing see (c)
☐ Interactive Time-sharing see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☒ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for 20% of the company's total outside work
for 20% of the company's total outside work
for 20% of the company's total outside work
for 20% of the company's total outside work
for 20% of the company's total outside work
for 20% of the company's total outside work
for 20% of the company's total outside work
for 20% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for 80% of the company's total outside work
for 80% of the company's total outside work
for 80% of the company's total outside work
for 80% of the company's total outside work
for 80% of the company's total outside work
for 80% of the company's total outside work
for 80% of the company's total outside work
for 80% of the company's total outside work
for 80% of the company's total outside work
for 80% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☒ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for 80% of the company's total outside work
for 80% of the company's total outside work
for 80% of the company's total outside work
for 80% of the company's total outside work
for 80% of the company's total outside work
for 80% of the company's total outside work
for 80% of the company's total outside work
for 80% of the company's total outside work
for 80% of the company's total outside work
for 80% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☒ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 1% per annum growth/decline
☐ Remote Computing 2% per annum growth/decline
☐ Interactive timesharing 2% p.a. growth/decline
delete as appropriate

22.15.2
7/5

WILL USE LESS
IN FUTURE

7

☒☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

☒☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

☒☒☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

☒☒

4

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

☒

☒

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ 23

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

TURN

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company PFIZER LTD
Address RAVINGATE ROAD
STANDWICH
CHART
Tel: 01753 3511
Contact Name G. J. DOBNEY
Dept/Division _____

Date 1913
Interview No. 1913
Reference _____

Title DR. MARGARET

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ No ☐ Please go to Q.3

Manufacturer DEC
Model 11/40
Quantity 1

Manufacturer DEC
Model 11/45
Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ Yes ☒ No ☐ Please go to Q.3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☒ Yes ☐ No ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ Remote Batch Computing ☒ Interactive Time-sharing

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.L.S.
☒ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☒ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☒ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

Growth the decline .? %?

INPUT

INPUT

11/27

718

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

☒☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering,

☒☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering.

☒

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems,

☒☒

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

☒☒☐

Typical Applications include: Payroll Transaction and Customer Accounts Costing etc

☒☒

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Con-

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒

1500 CHESSAM HOUSE 150 REGENT ST LONDON W.1

TIMES TOP 1000 COMPANIES

Company ROCHE PRODUCTS LTD
Address BROADWATER ROAD
WELWYN GARDEN CITY
HERTS. AL7 3AY

Tel: WELWYN GARDEN 28128

Contact Name M.F. DUNFORD

Dept/Division DATA PROCESSING

Title DATA PROCESSING
MANAGER

Date 17th
Interview No. 178
Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM
Model 370/138
Quantity 1

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used IBM 3270
Quantity 15
Type of Terminal used
Quantity

Type of Terminal used IBM 3780
Quantity 1
Type of Terminal used
Quantity

Q.3. Do you use external bureau services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☒ Honeywell I.S.
☒ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for 10 % of the company's total outside work
for 90 % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☒ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing ☐ % per annum growth/decline
☐ Remote Computing ☐ % per annum growth/decline
☐ Interactive timesharing 10 % p.a. growth/decline
delete as appropriate

INPUT

INPUT

150

WILL USE LESS
IN FUTURE

☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

☒☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

☒☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

☐

□

□

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

☐

•

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

20

152

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

TIMES TOP 1000 COMPANIES

Company BOYD AND THOS (UK) Ltd.
Address Leaving House
21 Haslem's Ave.
CLAYDON
Tel: 01-686-8844
Contact Name C. MUSELMAN
Dept/Division M.I.S.

Date _____
Interview No. 1650
Reference _____

Title M.I.S. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM
Model 310/40
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureau services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Contrifile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☒☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel

☐☒☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☒☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes

☐ No

INPUT

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TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

914

Mr. B. Colegate
DP Manager
Cynamid of Gt. Britain
Fareham Road
Gosport, Hants.

56 222

TIMES TOP 1000 COMPANIES

Company CYANAMID G.B. LTD.
 Address FAREHAM ROAD,
GOSPORT,
HANTS
 Tel: FAREHAM (0224) 236131 x 257
 Contact Name MR. B.E. COLGATE
 Dept/Division D.P. OPERATIONS

Title D.P. OPERATIONS MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM Model 370/125 Quantity ONE

Manufacturer _____ Model _____ Quantity _____

Manufacturer PDP Model 11/34 Quantity ONE

Manufacturer _____ Model _____ Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used DATA 100 Quantity ONE
 Type of Terminal used _____ Quantity _____

Type of Terminal used PDP 11/34 EMULATING 370 Quantity ONE
 Type of Terminal used _____ Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

INPUT

INP

510 22 22

Q 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

731
Mr. V. Fox
DP Manager
Ellis & Goldstein (Holdings)
Rowdell Road
Northolt, Middx.

A SURVEY OF THE TIMES TOP 1000 COMPANIES

TIMES TOP 1000 COMPANIES

Company ELLIS & GOLDSTEIN (HLDG.) LTD.Address ROWELELL ROADNORTHOLTMIDDX UBS SQTTel: 01-845-7777Contact Name V. B. FOXDept/Division COMPUTER DEPT.Title D.P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IBM
 Model 370-138 512K
 Quantity ONE

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer HEWLETT PACKARD
 Model 9830A
 Quantity TWO

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used HARRIS 8142
 Quantity 12
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☒ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☒ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☒ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing 2.5% p.a. growth/decline
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☒ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☒ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

INPUT

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TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. T. Warton
UK Computer Bureau Manager
Eli-Lilly Company Ltd
Kingsclere Road
Basingstoke
Hampshire

5/6/22

TIMES TOP 1000 COMPANIES

Company LILLY INDUSTRIES LTD
Address KINGSCLERE RD
BASINGSTOKE
HANTS
Tel: 0256-3241
Contact Name T. WARTON
Dept/Division EDP

Date _____
Interview No. 1503
Reference _____

Title MANAGER - U.K.
COMPUTER BUREAU

(A ROBINSON GAP
MANAGER SYSTEMS (ROBINSON))

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM
Model 370-138
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used DATA 100
Quantity 5
Type of Terminal used 3741
Quantity 1

Type of Terminal used DEC PDP11
Quantity 1
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for
☐ Batch Computing ☐ see (b)
☒ Remote Batch Computing ☐ see (c)
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☒ OTHER (Specify)
OWN U.S. MACHINES

d) We use the following bureaux for Interactive Time Sharing Services:

☒ Honeywell I.S.
☐ ADP
☒ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☒ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing 25% per annum growth/decline
☐ Interactive timesharing 25% p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐☒☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☒☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☒☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☒☒☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☒☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☒☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

991
Mr. H. Luck
DP Manager
Roussel Laboratories
Roussel House
Wembley Park
Middx. HA9 0NF

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company ROUSSEL LABORATORIES
 Address Wembley Park
Middlesex HA9 0NF.

Tel: 0192 8672
 Contact Name H. Luck
 Dept/Division _____

Title DP Manager

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer IBM
 Model 370/125 Model 2
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used new 2780
 Quantity 1
 Type of Terminal used _____
 Quantity _____

Type of Terminal used Nov '78 3278 (IBM)
 Quantity 10
 Type of Terminal used 3287/3289 (IBM)
 Quantity 4

Q.3. Do you use external bureau services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) _____ for _____% of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☒ Engineering/Scientific ☒ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☐ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

612 272

Mr. H. Stephens
Operations Controller
G.D. Searle & Co.
Lane End Road
High Wycombe
Bucks HP12 4HL

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6238

TIMES TOP 1000 COMPANIES

Company G.D. SERVICES CO LTD
Address HILLBOTTOM ROAD
HIGH WYCOMBE.
Tel: 0494 21124 (EXT 3205)
Contact Name P. A. DUKES
Dept/Division DATA PROCESSING.

Date
Interview No. 362
Reference

Title DP MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no Please go to Q.3

Manufacturer IBM
Model 370/135
Quantity 1

Manufacturer IBM
Model SYSTEM/32
Quantity 1

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no Please go to Q.3

Type of Terminal used SAUNDERS
Quantity 16
Type of Terminal used ITT
Quantity 4

Type of Terminal used
Quantity
Type of Terminal used
Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no Please go to Q.6

a) They are used for

☐ Batch Computing see (b)
☐ Remote Batch Computing see (c)
☒ Interactive Time-sharing see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☒ Honeywell I.S. for 10 % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☒ IBM for 10 % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☒ OTHER (Specify) TSL for 50 % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☒ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing % per annum growth/decline
☒ Remote Batch Computing % per annum growth/decline
☒ Interactive timesharing 0 % p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☒ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

877
Mr. H. Fray
Data Control Mgr.
William R. Warner & Co.
Chestnut Avenue
Eastleigh, Hants.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company WARNER-LAMBERT (UK) LTD
Address CHESTNUT AVE
EASTLEIGH

Tel: EASTLEIGH 613131 SD CODE 0703
HMP SURE S05 3ZQ

Contact Name _____ Title _____
Dept/Division DATA CONTROL

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IBM
Model 370/138
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used IBM 3780
Quantity 2
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

INPUT

INF

273

704
Mr. P. Pitts
DP Manager
Avon Overseas Ltd.
Bowater House
Knightsbridge
London SW1X 7LR

A SURVEY OF THE

TIMES TOP 100 COMPANIES

[illegible]

a) ☐ Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

☒ Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

☐ General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

☒ Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

TURN

1600 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company AVON OVERSEAS LTD.
Address BOWNE HOUSE,
KNIGHTSBRIDGE,
LONDON W2.
Tel: 585-251
Contact Name P.A. PITS.
Dept/Division 8 MB D.P.

Title S + B.P. MANAGER.

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer DEC Manufacturer DEC
Model PDP 11/40 Model PDP 8/E
Quantity 1 Quantity 1

Manufacturer _____ Manufacturer _____
Model _____ Model _____
Quantity _____ Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used NEWBURY LABS. Type of Terminal used _____
Quantity TEN. Quantity _____
Type of Terminal used _____ Type of Terminal used _____
Quantity _____ Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve ☐ of the company's total outside work
☐ BARIC ☐ of the company's total outside work
☐ CMG ☐ of the company's total outside work
☐ ADP/Management Dynamics ☐ of the company's total outside work
☐ GEEST/Cambridge Comp. Service ☐ of the company's total outside work
☐ COMPUTEL ☐ of the company's total outside work
☐ COMPOWER ☐ of the company's total outside work
☐ IBM ☐ of the company's total outside work
☐ CDC ☐ of the company's total outside work
☐ OTHER (Specify) _____

c) We use the following bureaux for Remote Batch Services

Centrefile ☐ of the company's total outside work
U.C.C. ☐ of the company's total outside work
S.I.A. ☐ of the company's total outside work
U.C.S.L. ☐ of the company's total outside work
I.B.M. ☐ of the company's total outside work
COMPOWER ☐ of the company's total outside work
COMPUTEL ☐ of the company's total outside work
SCICON ☐ of the company's total outside work
CDC ☐ of the company's total outside work
LOWNDES-AJAX ☐ of the company's total outside work
OTHER (Specify) ☐ of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S. ☐ of the company's total outside work
ADP ☐ of the company's total outside work
COMSHARE ☐ of the company's total outside work
IBM ☐ of the company's total outside work
CRC ☐ of the company's total outside work
ATKINS ☐ of the company's total outside work
CDC ☐ of the company's total outside work
OTHER (Specify) ☐ of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____ % per annum growth/decline
☐ Remote Computing _____ % per annum growth/decline
☐ Interactive timesharing _____ % p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. T. F. Moore
Computer Manager
Manders (Holdings)
Mander House
Wolverhampton WV1 3NH

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company ANDER BROTHERS LTD
 Address PO BOX 9
MANOR HOUSE
WOLVERHAMPTON WV1 3NH
 Tel: WOL 20601
 Contact Name T. F. Moore
 Dept/Division COMPUTER

Title COMPUTER MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer ICL
 Model 1901
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q. 6

a) They are used for

☒ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☒ OTHER (Specify)
CENTREFILE

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

75%

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☒ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing N/L % per annum growth/decline
☒ Remote Computing % per annum growth/decline
☒ Interactive time sharing % p.a. growth/decline

delete as
appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☒ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☒ ☐ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

Mr. N. Douglas
Operations Manager
Uniroyal Ltd
Newbridge
Midlothian EH28 HLG

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company UNIROYAL LTD
Address NEWBRIDGE INDUSTRIAL
EH28 8LG

Tel: 031-333-2700
Contact Name NORMAN DOUGLAS
Dept/Division DATA PROCESSING

Title OPERATIONS MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer IBM Manufacturer _____
Model 370/115 Model _____
Quantity 1 Quantity _____

Manufacturer _____ Manufacturer _____
Model _____ Model _____
Quantity _____ Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used _____ Type of Terminal used _____
Quantity _____ Quantity _____
Type of Terminal used _____ Type of Terminal used _____
Quantity _____ Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

☐ Centrifilo
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific



Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory



Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales



Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel



Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll



Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning



Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes

☐ No

Mr. J. Maddin
Ops. Supervisor
Revertex Ltd
West Street
Temple Fields
Harlow
Essex

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company REVERTEX LTD
Address WEST ROAD
TEMPLEFIELDS
HAKLOW, ESSEX
Tel: HAKLOW 29555
Contact Name J. MADDIN
Dept/Division HEAD OFFICE

Title OPERATIONS SUPERVISOR

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer _____	Manufacturer _____
Model _____	Model _____
Quantity _____	Quantity _____
Manufacturer _____	Manufacturer _____
Model _____	Model _____
Quantity _____	Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used _____	Type of Terminal used _____
Quantity _____	Quantity _____
Type of Terminal used _____	Type of Terminal used _____
Quantity _____	Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☒ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasolve	for _____ % of the company's total outside work
<input type="checkbox"/> BARIC	for _____ % of the company's total outside work
<input type="checkbox"/> CMG	for _____ % of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____ % of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____ % of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____ % of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____ % of the company's total outside work
<input type="checkbox"/> IBM	for _____ % of the company's total outside work
<input type="checkbox"/> CDC	for _____ % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____ % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile	for _____ % of the company's total outside work
<input type="checkbox"/> U.C.C.	for _____ % of the company's total outside work
<input type="checkbox"/> S.I.A.	for _____ % of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for _____ % of the company's total outside work
<input type="checkbox"/> I.R.M.	for _____ % of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____ % of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____ % of the company's total outside work
<input type="checkbox"/> SCICON	for _____ % of the company's total outside work
<input type="checkbox"/> CDC	for _____ % of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for _____ % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____ % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services

Honeywell I.S.	for _____ % of the company's total outside work
<input type="checkbox"/> ADP	for _____ % of the company's total outside work
<input checked="" type="checkbox"/> COMSHARE	for _____ % of the company's total outside work
<input type="checkbox"/> IBM	for _____ % of the company's total outside work
<input type="checkbox"/> CRC	for _____ % of the company's total outside work
<input type="checkbox"/> ATKINS	for _____ % of the company's total outside work
<input type="checkbox"/> CDC	for _____ % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____ % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ ≤ £1000
☒ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 15 % per annum growth/decline
☐ Remote Computing _____ % per annum growth/decline
☐ Interactive timesharing 5 % p.a. growth/decline

delete as appropriate

INPUT

INP

279
915

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

WILL USE LESS
IN FUTURE

7

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

7

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

□

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

summary of the Data provided by companies in your category will be shortly available. May we send it to you?

772 Mr. D. Long
DP Manager
Agfa-Gevaert
Gt. West Road
Brentford, Middx.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

THE

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

TIMES TOP 1000 COMPANIES

Company AGFA-GEVAERT
Address GREAT WEST RD.
BRENTFORD
MIDDLEX.

Tel: 560 2131

Contact Name D. J. LONG

Dept/Division MANAGEMENT SERVICES

Title MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM
Model SYST 3 MODIS D
Quantity ONE

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no ☐ Please go to Q.3

Type of Terminal used IBM 3277-VDU Type of Terminal used _____
Quantity 16 Quantity _____
Type of Terminal used IBM 3288 Printer Type of Terminal used _____
Quantity 4 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☒ Batch Computing ☐ see (b)
☒ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☒ BARIC for 100% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) _____ for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) _____ for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) _____ for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☒ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☒ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

716
Mr. D. Cummings
Computer Manager
Johnson & Johnson
260 Bath Road
Slough, Berks.

510 279

INPUT

411

Company Johnson & Johnson Ltd
Address 162 Bury Rd
Stoke
Staffs
Tel: Stoke 31234
Contact Name Mr Cunningham
Dept/Division DATA Processing

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IBM

Model 370/125 mod 2

Quantity 1

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q. 3

Type of Terminal used 3740

Quantity 3 Remains same

Type of Terminal used _____

Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q. 6

<input type="checkbox"/>	Batch Computing	→	see (b)
<input type="checkbox"/>	Remote Batch Computing	→	see (c)
<input type="checkbox"/>	Interactive Time-sharing	→	see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/>	BOC Datasolve	for _____%	of the company's total outside work
<input type="checkbox"/>	BARIC	for _____%	of the company's total outside work
<input type="checkbox"/>	CMG	for _____%	of the company's total outside work
<input type="checkbox"/>	ADP/Management Dynamics	for _____%	of the company's total outside work
<input type="checkbox"/>	GEEST/Cambridge Comp. Service	for _____%	of the company's total outside work
<input type="checkbox"/>	COMPUTEL	for _____%	of the company's total outside work
<input type="checkbox"/>	COMPOWER	for _____%	of the company's total outside work
<input type="checkbox"/>	IBM	for _____%	of the company's total outside work
<input type="checkbox"/>	CDC	for _____%	of the company's total outside work
<input type="checkbox"/>	OTHER (Specify)	for _____%	of the company's total outside work

TRAN

<input type="checkbox"/>	U.C.C.	for ____% of the company's total outs
<input type="checkbox"/>	S.I.A.	for ____% of the company's total outs
<input type="checkbox"/>	U.C.S.L	for ____% of the company's total outs
<input type="checkbox"/>	I.B.M.	for ____% of the company's total outs
<input type="checkbox"/>	COMPOWER	for ____% of the company's total outs
<input type="checkbox"/>	COMPUTEL	for ____% of the company's total outs
<input type="checkbox"/>	SCICON	for ____% of the company's total outs
<input type="checkbox"/>	CDC	for ____% of the company's total outs
<input type="checkbox"/>	LOWNDES-AJAX	for ____% of the company's total outs
<input type="checkbox"/>	OTHER (Specify)	for ____% of the company's total outs

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/>	Honeywell I.S.	for _____% of the company's total outs
<input type="checkbox"/>	ADP	for _____% of the company's total outs
<input type="checkbox"/>	COMSHARE	for _____% of the company's total outs
<input type="checkbox"/>	IBM	for _____% of the company's total outs
<input type="checkbox"/>	CRC	for _____% of the company's total outs
<input type="checkbox"/>	ATKINS	for _____% of the company's total outs
<input type="checkbox"/>	CDC	for _____% of the company's total outs
<input type="checkbox"/>	OTHER (Specify)	for _____% of the company's total outs

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing ____% per annum growth/decline
- Remote Computing ____% per annum growth/decline
- Interactive timesharing ____% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

895
Mr. S. Lowe
Data Processing
Robinson & Sons Ltd.
Wheat Bridge
Chesterfield
Derbyshire, S40 2AD

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

TIMES TOP 1000 COMPANIES

Company ROBINSON & Sons Ltd
 Address Wheat Ridge
Chertsey
Surrey
 Tel: 0246 3101 Ex 24
 Contact Name Mr S. Lowe
 Dept/Division Design

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q. 6

a) They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) Coggon Computers Ltd

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for 10% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for 10% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centreline
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☒ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 10% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☐☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☐☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐☐☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

847
Mr. R. R. Pears
Accountant
Boustead
14-15 Conduit Street
London W1R 9TG

ANS'D

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company BOUSSEAD LTD
 Address 14-15 CONNIST ST
LONDON
WIN 9TG
 Tel: 01-493-2922
 Contact Name A R DEARS
 Dept/Division -

Title ACCOUNTANT

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer Manufacturer
 Model Model
 Quantity Quantity

Manufacturer Manufacturer
 Model Model
 Quantity Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used Type of Terminal used
 Quantity Quantity
 Type of Terminal used Type of Terminal used
 Quantity Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☒ CMG for 10.0 % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

INPUT

INP

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☒ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 10.0 % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive time-sharing % p.a. growth/decline

delete as appropriate

916 31-32

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ YES ☐ NO

901
Mr. D. Ellis
Co. Secretary
R. Hostombe
Minalloy House
Regent Street
Sheffield, S1 3NJ

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

TIMES TOP 1000 COMPANIES

Company R. HOSIOMALÉ LTD
 Address M. NAKKOLY HOSKOLY
75-5207 ST
SHRDEFIELD S13N3
 Tel: 24324
 Contact Name G. R. L. N. S.
 Dept/Division _____

Title Co. Sec.

2.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

2.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q. 6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Data solve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) MIDPAY

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for 100% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐
☐
☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☐
☒
☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐
☒
☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐
☒
☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☒
☒
☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐
☒
☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6289

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

911

Mr. L. S. Walker
DP Manager
British Rollmakers Corp.
Weston Road
Crewe, Cheshire
CW1 1DB

96, 332, 334
311

Date _____
Interview No. 7911
Reference _____

Title D.P. Manager

☒ yes ☐ no → Please go to Q. 3

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q. 3

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q. 6

a) They are used for

<input type="checkbox"/>	Batch Computing	→ see (b)
<input type="checkbox"/>	Remote Batch Computing	→ see (c)
<input type="checkbox"/>	Interactive Time-sharing	→ see (d)

<input type="checkbox"/>	BOC Datatolve	for _____% of the company's total outside work
<input type="checkbox"/>	BARIC	for _____% of the company's total outside work
<input type="checkbox"/>	CMG	for _____% of the company's total outside work
<input type="checkbox"/>	ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/>	GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/>	COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/>	COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/>	IBM	for _____% of the company's total outside work
<input type="checkbox"/>	CDC	for _____% of the company's total outside work
<input type="checkbox"/>	OTHER (Specify)	for _____% of the company's total outside work

22

[illegible][illegible]

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

③ Batch Computing _____ % per annum growth/decline
 ③ Remote Computing _____ % per annum growth/decline
 ③ Interactive timesharing _____ % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--	----------------	------------------------------------	------------------------------------

a) ☐ Engineering/Scientific

☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☒ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. C. Bailey
DP Manager
Ductile Steels
Planetary Road
Willenhall
Staffs WV13 3SW

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company DUCTILE STEELS LTD.
 Address WILLENHALL
WEST MIDLANDS
 Tel: WOLVERHAMPTON B8 732244
 Contact Name C. S. BOWLEY
 Dept/Division _____

Date _____
 Interview No. 1530
 Reference _____

Title _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer N.C.R.
 Model CENTURY 100
 Quantity 1

Manufacturer BULLDOGHS
 Model 22700
 Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used BULLDOGHS Td30
 Quantity 5

Type of Terminal used BULLDOGHS Tc 4000
 Quantity 2

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for
 Batch Computing ☐ see (b)
 Remote Batch Computing ☐ see (c)
 Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

INPUT

INP

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) ☒ Engineering/Scientific



Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory



Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales



Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel



Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll



Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning



Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

51
332

648
Mr. V. P. Giles
Group EDP Manager
Samuel Osborn & Co.
Nether Lane
Ecclesfield
Sheffield, S30 3TR

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company SAMUEL OSBORN & CO. LTD.
Address P.O. Box 11, Nether Lang.
Ecclesfield,
SHEFFIELD S30 3TR
Tel: ECCLESFIELD 3100
Contact Name V. P. GILES
Dept/Division GROUP EDP DEPT.

Title GROUP EDP MANAGER

Date 16/4/8
Interview No. 1648
Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer ICL
Model 1902T
Quantity 1

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used
Quantity
Type of Terminal used
Quantity

Q.3. Do you use external bureaux services?

☐ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrafile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☒ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☒ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 5 % per annum growth/decline
☐ Remote Computing 20 % per annum growth/decline
☐ Interactive timesharing 20 % p.a. growth/decline
delete as appropriate

INPUT

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☒ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

598
Mr. D. Stenson
Data Processing Manager
Sandvik UK
Manor Way
Halesowen
Worcs B62 8QZ

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company SANNAVIK U.K. LTD
Address HANOR WAY
WEST MIDLANDS

Tel: 021-550-4700

Contact Name A.D. STENSON
Dept/Division DATA PROCESSING

Date 1598
Interview No. 1598
Reference 1598

Title DATA PROCESSING MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer BURROUGHS
Model B3731
Quantity 1

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used B761 Quantity 1
Type of Terminal used TC4000 Quantity 2

Type of Terminal used TD830 Quantity 16
Type of Terminal used Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.6

a) They are used for
☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☒ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☐ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

591
Mr. H. Chippendale
Head of Mgt. Services
C. Walker & Sons
Walker Road
Walker Ind. Estate
Guide
Nr. Blackburn, Lancs.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL. 01-439 6288

INPUT

TIMES TOP 1000 COMPANIES

Company G WALKER & SONS Ltd
Address WALKER ROAD
GLoucester
GL1 2JN
Tel: 0254 55161
Contact Name HUGH CHIPPENDALE
Dept/Division MANAGEMENT SERVICES

Date 15/9/81
Interview No. 1591
Reference

Title HEAD OF MGT SERVICES

2.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q. 3

Manufacturer <u>IBM</u>	Manufacturer <u>ICL</u>
Model <u>System 3/D</u>	Model <u>2903/30</u>
Quantity <u>ONE</u>	Quantity <u>ONE</u>
Manufacturer <u> </u>	Manufacturer <u> </u>
Model <u> </u>	Model <u> </u>
Quantity <u> </u>	Quantity <u> </u>

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q. 3

Type of Terminal used <u>3741</u>	Type of Terminal used <u> </u>
Quantity <u>ONE</u>	Quantity <u> </u>
Type of Terminal used <u> </u>	Type of Terminal used <u> </u>
Quantity <u> </u>	Quantity <u> </u>

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q. 6

a) They are used for

<input type="checkbox"/> Batch Computing	→ see (b)
<input type="checkbox"/> Remote Batch Computing	→ see (c)
<input type="checkbox"/> Interactive Time-sharing	→ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasolve	for <u> </u> % of the company's total outside work
<input type="checkbox"/> BARIC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CMG	for <u> </u> % of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for <u> </u> % of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPUTEL	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPOWER	for <u> </u> % of the company's total outside work
<input type="checkbox"/> IBM	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CDC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for <u> </u> % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/> Centrefile	for <u> </u> % of the company's total outside work
<input type="checkbox"/> U.C.C.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> S.I.A.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> I.B.M.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPOWER	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPUTEL	for <u> </u> % of the company's total outside work
<input type="checkbox"/> SCICON	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CDC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for <u> </u> % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for <u> </u> % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> ADP	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMSHARE	for <u> </u> % of the company's total outside work
<input type="checkbox"/> IBM	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CRC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> ATKINS	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CDC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for <u> </u> % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="checkbox"/> Batch Computing	<u> </u> % per annum growth/decline	} delete as appropriate
<input type="checkbox"/> Remote Computing	<u> </u> % per annum growth/decline	
<input type="checkbox"/> Interactive timesharing	<u> </u> % p.a. growth/decline	

25 32

712

WILL USE LESS
IN FUTURE

☐☐

□

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

☒☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

☒☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

☒☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

☒☐

1

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company CINCINNATI MILACRON LTD
Address KINGSBURY RD
BIRMINGHAM B34 0DU

Tel: 021-351-3821
Contact Name M. W. WHITEHOUSE
Dept/Division _____

Title MANAGER GLOBAL SYSTEMS

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q. 6

a) They are used for

☐ Batch Computing → see (b)
☒ Remote Batch Computing → see (c)
☒ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARI C for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☒ COMPOWER for 96% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☒ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☒ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☒ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing 25% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

INPUT

IN

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

9133
Bowden Controls Ltd. (4-629)
Llanelli
SA14 9TF
For the attention of the Company Secretary

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company ROBERTSON CONTROLS LTD
 Address BYRON RD. WILLOWDALE
WYFED
 Tel: HEARLE 2445
 Contact Name R. ROBERTSON
 Dept/Division ASSEMBLY

Date 15 Feb 82
 Interview No. 4-629
 Reference

Title Director/Secretary

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer <u> </u> Model <u> </u> Quantity <u> </u>	Manufacturer <u> </u> Model <u> </u> Quantity <u> </u>
---	---

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used <u> </u> Quantity <u> </u>	Type of Terminal used <u> </u> Quantity <u> </u>
Type of Terminal used <u> </u> Quantity <u> </u>	Type of Terminal used <u> </u> Quantity <u> </u>

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasolve	for <u> </u> % of the company's total outside work
<input type="checkbox"/> BARIC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CMG	for <u> </u> % of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for <u> </u> % of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPUTEL	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPOWER	for <u> </u> % of the company's total outside work
<input type="checkbox"/> IBM	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CDC	for <u> </u> % of the company's total outside work
<input checked="" type="checkbox"/> OTHER (Specify) <u>large 3P on external system</u>	for <u>100</u> % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile	
<input type="checkbox"/> U.C.C.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> S.I.A.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> I.B.M.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPOWER	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPUTEL	for <u> </u> % of the company's total outside work
<input type="checkbox"/> SCICON	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CDC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for <u> </u> % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for <u> </u> % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> ADP	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMSHARE	for <u> </u> % of the company's total outside work
<input type="checkbox"/> IBM	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CRC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> ATKINS	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CDC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for <u> </u> % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input checked="" type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="checkbox"/> Batch Computing	<u> </u> % per annum growth/decline	delete as appropriate
<input type="checkbox"/> Remote Computing	<u> </u> % per annum growth/decline	
<input type="checkbox"/> Interactive time-sharing	<u> </u> % p.a. growth/decline	

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

Butterfield-Harvey,
Villiers House,
41-47 Strand,
London WC2N 5JJ.

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐☐

9

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐

9

☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐

□

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f)  Financial Analysis and Planning

☐

□

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

תדנ

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

A SURVEY OF THE

TIMES TOP 100 COMPANIES

TIMES TOP 1000 COMPANIES

Date
Interview No. 1589
Reference

Company Butterfield-Harvey,
Address Villiers House,
41-47 Strand,
London WC2N 5JJ.

Tel: Title
Contact Name
Dep/Division

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer Manufacturer
Model Model
Quantity Quantity

Manufacturer Manufacturer
Model Model
Quantity Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used Type of Terminal used
Quantity Quantity
Type of Terminal used Type of Terminal used
Quantity Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centre/file
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☐ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

832
Mr. C. Chinnery
DP Manager
W. Canning
133 Gt. Hampton Street
Birmingham, B18 6AS

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company W. CANNINGS LTD.
Address GREAT HAMPTON ST
BIRMINGHAM
B1R 6AT
Tel: 021-236 8621
Contact Name C.F. CHENERY
Dept/Division COMPUTER ROOM

Date 1832
Interview No. 1832
Reference 1832
Title COMPUTER MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer ICL
Model 1901T
Quantity 1

Manufacturer ICL
Model 1901T
Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used 7502+V.T.'S
Quantity 2
Type of Terminal used 7502+V.T.'S
Quantity 2

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing see (b)
☐ Remote Batch Computing see (c)
☐ Interactive Time-sharing see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) ICL

for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) ICL

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) ICL

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ___% per annum growth/decline
☐ Remote Computing ___% per annum growth/decline
☐ Interactive timesharing ___% p.a. growth/decline
delete as appropriate

INPUT

INPUT

23. 25

WILL USE LESS
IN FUTURE

☐☐☐☐☐

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

884
Mr. Muir
DP Manager
Carron Co. (Holdings)
Carron
Falkirk, FK2 8DW

A SURVEY OF THE

THIRDS TOP 100 COMPANIES

TURN

1500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company CARRON COMPANY (HOLDINGS)
 Address CARRON
FALKIRK FK2 8DW

Tel: FAL 24999

Contact Name J. D. MUIR

Dept/Division D. P. MANAGER

Title _____

Date _____
 Interview No. 1884
 Reference _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer NCR
 Model CENTURY 100
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell U.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check these applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☒☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. J.T. Moore
Chief Accountant
George Clark & Nem Ltd
P.O. Box 8
Wallsend
NE28 6QH

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company GEORGE CLARK & N.E.M. LTD
 Address PO BOX 8
WALLSEND
TYNE & WEAR NE28 6QH

Tel: 0632-628941

Contact Name J.T. MAKE

Dept/Division _____

Title CHIEF ACCOUNTANT

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q. 3

Manufacturer NEC
 Model 394
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q. 3

Type of Terminal used 7218
 Quantity 3
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q. 6

a) They are used for

☐ Batch Computing → see (b)
☒ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☒ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 10% per annum growth/decline
☐ Remote Computing 12% per annum growth/decline
☐ Interactive timesharing 20% p.a. growth/decline
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel

☒☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐☐☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

827
Mr. R. Tattershall
Group Systems Manager
Concentric
Coleshill Road
Sutton Coldfield
West Midlands

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

<input checked="" type="checkbox"/> BOC Datasolve	for <u>5</u> % of the company's total outside work
<input checked="" type="checkbox"/> BARIC	for <u>5</u> % of the company's total outside work
<input type="checkbox"/> CMG	for ___ % of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for ___ % of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for ___ % of the company's total outside work
<input type="checkbox"/> COMPUTEL	for ___ % of the company's total outside work
<input type="checkbox"/> COMPOWER	for ___ % of the company's total outside work
<input type="checkbox"/> IBM	for ___ % of the company's total outside work
<input type="checkbox"/> CDC	for ___ % of the company's total outside work
<input type="checkbox"/> OTHER (Specify) <u>APT</u>	for <u>5</u> % of the company's total outside work

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--	----------------	------------------------------------	------------------------------------

a) ☐ Engineering/Scientific ☐ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☒ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

671
Mr. K. Curtis
Informations Systems Manager
Eaton Ltd.
Eaton House
Staines Road
Hounslow, Middx.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company EATON LIMITED
 Address EATON HOUSE
STAINES ROAD
HOUNSLOW, MIDDLESEX, TW4 5DX
 Tel: 01-572-7313
 Contact Name K.N. CARTIS
 Dept/Division -

Title MANAGER- INFORMATION SYSTEMS

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM
 Model 370/158
 Quantity 1

Manufacturer
 Model
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used IBM 3776
 Quantity 3
 Type of Terminal used IBM 3790
 Quantity 1

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline
 delete as appropriate

IN

TIMES TOP 1000 COMPANIES

Company The Expanded Metal Co Ltd
 Address 1 Butler Place
LONDON SW1H 9PS

Tel: _____
 Contact Name N. B. Bennett
 Dept/Division _____
 Title _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer ICL
 Model 1901T
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for
☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datacube
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

INPUT

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

710
Mr. S. Johnson
DP Manager
Fluor (England)
Finwell House
26 Finsbury Square
London EC2A 1EB

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company FLUOR (GREAT BRITAIN) LTD
Address FINWELL HOUSE
26 FINWELL SQUARE
LONDON EC2A 1EB

Tel: 01-628-4010

Contact Name STEVEN G. JOHNSON
Dept/Division COMPUTER SERVICES

Date 1710
Interview No. 1710
Reference

Title DIRECTOR, COMPUTER SERVICES

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer SINGER MIM (HARRIS)
Model 530 Remote Job Entry
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used SINGER MIM Type of Terminal used _____
Quantity 1 Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☒ Batch Computing ☐ Remote Batch Computing ☒ Interactive Time-sharing
see (b) see (c) see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) _____

c) We use the following bureaux for Remote Batch Services

☐ Contrefilia for _____% of the company's total outside work
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) _____

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☒ OTHER (Specify) SCICON for 100% for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☒ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing 50% p.a. growth/decline
delete as appropriate

64 33

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐
☐
☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐
☒
☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐
☐
☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐
☐
☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☐
☒
☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐
☐
☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

734 771
Mr. R. C. V. Beecroft
Grp. Accountant
Francis Industries
Magson House
Luddlesfoot
Halifax, W. Yorks.

TIMES TOP 1000 COMPANIES

Company Finest Insurance Ltd.
 Address Magden House
Lutterworth
Lincoln
 Tel: 0533 2568
 Contact Name W.R. Barker
 Dept/Division Gen. Mgr.

Title Group Mgt Accountant

Date 1/7/77
 Interview No. 1771
 Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer I.C.L.
 Model 2903/110
 Quantity 1

Manufacturer I.C.L.
 Model 2903/120
 Quantity 1

Manufacturer Burroughs
 Model B.20
 Quantity 1

Manufacturer
 Model
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used
 Quantity
 Type of Terminal used
 Quantity

Type of Terminal used
 Quantity
 Type of Terminal used
 Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

Sales Administration
Cosmetics

☒ Batch Computing see (b)
☐ Remote Batch Computing see (c)
☐ Interactive Time-sharing see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) SAFE

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for 100 % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☒ LOWNDES-AJAX
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☒ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 50 % per annum growth/decline
☒ Remote Computing % per annum growth/decline
☒ Interactive timesharing % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

INPUT

500 CHEFSHAM HOUSE, 150 REGENT ST., LONDON W.1

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

33
GAL
GEI International,
West Street,
Dunstable,
Beds LU6 1TA.

TIMES TOP 1000 COMPANIES

Date 15/77
Interview No. 1577
Reference

Company GEI International,
Address West Street,
Dunstable,
Beds LU6 1TA.

Tel: Title
Contact Name
Dept/Division

2.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer Manufacturer
Model Model
Quantity Quantity

Manufacturer Manufacturer
Model Model
Quantity Quantity

2.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used Type of Terminal used
Quantity Quantity
Type of Terminal used Type of Terminal used
Quantity Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q. 6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centre/file
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline

delete as
appropriate

ISub

SU 33

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☐ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

14-890
Hago Products Ltd
Shripney Road
Bognor Regis
Sussex PO22 9NH

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE 150 REGENT ST. LONDON W 1

MES TOP 1000 COMPANIES

Company HITCO PRODUCTS INC.
 Address SHADYBURY ROAD
SCARBOROUGH, ONTARIO
M1T 3S5
 Contact Name Mr. F. Crook
 Title Director
 Division _____

Date _____
 Interview No. 1544-80
 Reference _____

Does your company have its own in-house computers? ☒ yes ☐ no → Please go to Q. 3

Manufacturer DEC
 Model 310
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Are any of these computers used in a time-sharing or remote batch/service mode? ☐ yes ☒ no → Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Do you use external bureau services? ☐ yes ☒ no → Please go to Q. 6

They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

Do you use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centre file
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

515 33

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☒ Engineering/Scientific

☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b)	<input checked="" type="checkbox"/>	Production/Inventory
----	-------------------------------------	----------------------

☒☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐☒☐

Typical Applications include : Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐☐☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

התורה

A SURVEY OF THE

TIMES TOP 100 COMPANIES

945
Mr. K. Shead
Computer Manager
Johnston Brothers
Johnston House
Hatchlands Road
Redhill, Surrey

TIMES TOP 1000 COMPANIES

Company CONTRACT ADMINISTRATION LTD.Address CONTRACT HOUSEHATFIELD ROADREDHILL SURREY RH1 1BSTel: RELGATE 42466Contact Name K.A. SHEARJob/Division COMPUTER

Date

Interview No. 1945

Reference

Title D.P.H.

1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer I.C.B.
 Model 2903
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

4. We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as
appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ Yes ☐ No

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

7-833
D.D. Lamson Ltd
Harbour Road
Gosport
Hants PO12 1BG

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

TIMES TOP 1000 COMPANIES

Company DD LAMSON LTD
 Address HARROGATE RD
WISBART
HANTS
 Tel: 07017 87311
 Contact Name K. WILSON
 Dept/Division _____

Title FINANCIAL CONTROLLER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer CPU
 Model m-one
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no ☐ Please go to Q.3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

*Sort of: the program package
will 2 VDU's.*

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☒ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☒ OTHER (Specify) see remote service list

for _____% of the company's total outside work
 for 5% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for 25% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☒ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 15% per annum growth/decline
☐ Remote Computing 15% per annum growth/decline
☒ Interactive Time-sharing 15% per annum growth/decline

delete as appropriate

No additional facilities envisaged

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

868
Mr. M. Barrett
DP Manager
Linotype & Machinery
Norman Road
Broadheath
Altrincham, Cheshire
WA14 4ES

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company Time Systems of America, Ltd.
 Address Nichman Co.
Rockville, MD
Arlington, VA, Chesapeake

Tel: 061-923-6131
 Contact Name M. B. McNEIL
 Dep/Division DATA PROCESSING DEPT

Title D. McNEIL

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer TEL Manufacturer
 Model 19015 Model
 Quantity 1 Quantity

Manufacturer Manufacturer
 Model Model
 Quantity Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used 7502 (TEL) Type of Terminal used
 Quantity 2 Quantity
 Type of Terminal used Type of Terminal used
 Quantity Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for
☐ Batch Computing see (b)
☐ Remote Batch Computing see (c)
☐ Interactive Time-sharing see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BERIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline

delete as appropriate

INPUT

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☐ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☐ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☐ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. B. Coker
DP Manager
Marshall of Cambridge
18 Jesus Lane
Cambridge CB 8BH
Cambs

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

Date
Interview No. I 814
Reference

TIMES TOP 1000 COMPANIES

Company MARSHALL (CAMBRIDGE) LIMITED
Address AUSTIN HOUSE
JESUS LANE
CAMBRIDGE
Tel: 62211
Contact Name MR B COKE
Dep/Division PARTS CONTROL

Title DATA PROCESS CONTROL

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer <u> </u>	Manufacturer <u> </u>
Model <u> </u>	Model <u> </u>
Quantity <u> </u>	Quantity <u> </u>
Manufacturer <u> </u>	Manufacturer <u> </u>
Model <u> </u>	Model <u> </u>
Quantity <u> </u>	Quantity <u> </u>

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used <u> </u>	Type of Terminal used <u> </u>
Quantity <u> </u>	Quantity <u> </u>
Type of Terminal used <u> </u>	Type of Terminal used <u> </u>
Quantity <u> </u>	Quantity <u> </u>

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q. 6

a) They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasolve	for <u> </u> % of the company's total outside work
<input type="checkbox"/> BARIC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CMG	for <u> </u> % of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for <u> </u> % of the company's total outside work
<input checked="" type="checkbox"/> GEEST/Cambridge Comp. Service	for <u>60</u> % of the company's total outside work
<input type="checkbox"/> COMPUTEL	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPOWER	for <u> </u> % of the company's total outside work
<input type="checkbox"/> IBM	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CDC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for <u> </u> % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile	for <u> </u> % of the company's total outside work
<input type="checkbox"/> U.C.C.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> S.I.A.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> I.B.M.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPOWER	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPUTEL	for <u> </u> % of the company's total outside work
<input type="checkbox"/> SCICON	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CDC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for <u> </u> % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for <u> </u> % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> ADP	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMSHARE	for <u> </u> % of the company's total outside work
<input type="checkbox"/> IBM	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CRC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> ATKINS	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CDC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for <u> </u> % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input checked="" type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="checkbox"/> Batch Computing <u>30</u> % per annum growth/decline	} delete as appropriate
<input type="checkbox"/> Remote Computing <u> </u> % per annum growth/decline	
<input type="checkbox"/> Interactive timesharing <u> </u> % p.a. growth/decline	

248
133

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☐ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

18-890
Metallifactory Ltd
Mansfield Road
Redhill
Arnold
Nottingham

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL. 01-439 6288

TIMES TOP 1000 COMPANIES

Company Metallifac two Ltd
 Address Plas Ffynon Road
Colville, Ayrshire
Northampton
 Tel: 0454 214111
 Contact Name S.M. Swintalls
 Dept/Division _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q. 3

Manufacturer General Automation Manufacturer _____
 Model SPC 16/40 Model _____
 Quantity 1 Quantity _____

Manufacturer _____ Manufacturer _____
 Model _____ Model _____
 Quantity _____ Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q. 3

Type of Terminal used Magline 2000 Type of Terminal used _____
 Quantity _____ Quantity _____
 Type of Terminal used _____ Type of Terminal used _____
 Quantity _____ Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q. 6

a) They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☒ OTHER (Specify) Page Computer for 100% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centreline for _____% of the company's total outside work
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☒ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 50% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive time-sharing _____% p.a. growth/decline

delete as
appropriate

94 33

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☒ Engineering/Scientific ☒ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☐ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☐ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☐ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

768
Mr. B. Eason
DP Manager
Motherwell Bridge (Holdings)
Motherwell Bridge Works
Motherwell, Lanarks.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

TIMES TOP 1000 COMPANIES

Company MOTHERWELL BRIDGE ENG CO
 Address P.O. Box 4
MOTHERWELL ML1 3NP

Tel: MOTHERWELL 66111
 Contact Name MR. B. EASON
 Dept/Division COMPUTER

Title COMPUTER MANAGER

Date 14/6/8
 Interview No. 1468
 Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no \rightarrow Please go to Q.3

Manufacturer VENTEK Manufacturer
 Model DATAPoint 5500 Model
 Quantity ONE Quantity

Manufacturer Manufacturer
 Model Model
 Quantity Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no \rightarrow Please go to Q.3

Type of Terminal used V.D.U. Type of Terminal used
 Quantity SIX Quantity
 Type of Terminal used Type of Terminal used
 Quantity Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no \rightarrow Please go to Q.6

a) They are used for

☐ Batch Computing \rightarrow see (b)
☒ Remote Batch Computing \rightarrow see (c)
☒ Interactive Time-sharing \rightarrow see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☒ U.C.C. for % of the company's total outside work
☒ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☒ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☒ \geq £12,000 < £25,000
☐ \geq £1000 < £5,000 ☐ \geq £25,000
☐ \geq £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☒ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific



Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory



Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales



Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel



Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll



Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning



Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

662
Mr. B.A. Nayall
DP Manager
James Neill Holdings
Napier Street
Sheffield, S11 8HB

SAC
33, 332

TIMES TOP 1000 COMPANIES

Company JAMES NEILL (SERVICES) LTD
Address NAPIER STREET
SHEFFIELD
S11 5NR

Tel: 0743 71451

Contact Name S. A. MAYALL

Dept/Division DATA PROCESSING

Title S.O. MANAGER

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no ☐ Please go to Q.3

Manufacturer UNIVAC
Model 1106
Quantity 1

Manufacturer UNIVAC
Model 9200
Quantity 1

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ Yes ☐ no ☐ Please go to Q.3

Type of Terminal used UNIVAC 4100
Quantity 2

Type of Terminal used ACOLL MODEL 246
Quantity 41

Type of Terminal used DATA LINK 2000/100
Quantity 5

Type of Terminal used
Quantity

Q.3. Do you use external bureau services?

☐ Yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datavole
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell U.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ___% per annum growth/decline
☐ Remote Computing ___% per annum growth/decline
☐ Interactive timesharing ___% p.a. growth/decline

delete as appropriate

INPUT

INP

33

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐☒☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☒☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☒☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

☐ General Accounting/Payroll☒☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☒☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. G. Potter
DP Manager
Ransomes Sims, Jefferies
Nacton Works
Ipswich
Suffolk
IP3 9QG

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

TUNING

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company Exxon Company Services Ltd.
Address Exxon House, 1500
1500

Tel: 12222
Contact Name G.A.I. Potter
Dep/Division Computer

Title DATA PROCESSING
MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3
Manufacturer IBM Model 1902A Quantity 2

Manufacturer IBM Model 1902A Quantity 2

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q. 3
Type of Terminal used IBM 1902 Quantity 5
Type of Terminal used IBM 1902 Quantity 5

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6
a) They are used for

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for ___% of the company's total outside work
☐ BARIC for ___% of the company's total outside work
☐ CMG for ___% of the company's total outside work
☐ ADP/Management Dynamics for ___% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for ___% of the company's total outside work
☐ COMPUTEL for ___% of the company's total outside work
☐ COMPOWER for ___% of the company's total outside work
☐ IBM for ___% of the company's total outside work
☐ CDC for ___% of the company's total outside work
☐ OTHER (Specify) for ___% of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

Contrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ___% per annum growth/decline
☐ Remote Computing ___% per annum growth/decline
☐ Interactive timesharing ___% p.a. growth/decline
delete as appropriate

INF

323

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☒ Engineering/Scientific

☐

Typical Applications include: Chemical/Petrochemical Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b)	<input checked="" type="checkbox"/>	Production/Inventory
----	-------------------------------------	----------------------

☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☒☒

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel

☐

□

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

➤

☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) .	<input checked="" type="checkbox"/>	Financial Analysis and Planning
------	-------------------------------------	---------------------------------

9

☒

9

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

TURN

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

TIMES TOP 1000 COMPANIES

Company SHAW-WALKER LTD.

Address SHAW-WALKER LTD.

SHAW-WALKER LTD.

SHAW-WALKER LTD.

Tel: 01-439 6288

Contact Name A.C. DAVY

Dept/Division COMPUTER

Title D.P. MANNING

Interview No. 1524
Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer 1CL
Model 1901 T
Quantity 1

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used Quantity
Type of Terminal used Quantity
Type of Terminal used Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ Remote Batch Computing ☐ Interactive Time-sharing

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve ☐ BARIC ☐ CMG ☐ ADP/Management Dynamics ☐ GEEST/Cambridge Comp. Service ☐ COMPUTEL ☐ COMPOWER ☐ IBM ☐ CDC ☐ OTHER (Specify)

for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
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for % of the company's total outside work

INPUT

INPUT

for % of the company's total outside work
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for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline

delete as appropriate

810 33

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

	<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--	--------------------	----------------	------------------------------------	------------------------------------

a) ☐ Engineering/Scientific

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ Yes ☐ No

Turriff Corporation,
Buddbrook Road,
Warwick,
CV34 5XJ.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

TIMES TOP 1000 COMPANIES

Company Turriff Corporation,
 address Budbrook Road,
Warwick,
CV34 5XJ.

el: _____
 contact Name _____ Title _____
 ept/Division _____

1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q. 6

They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

We use the following bureaux for Batch Services:

☐ BOC Dataolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as
appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input checked="" type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input checked="" type="checkbox"/> Personnel	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. J.K. Berry
Whesoe Ltd
Brinkburn Road
Darlington DL3 6DS

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company WHESQUE LTD
Address DARLINGTON
Tel: 0325 60188

Contact Name JK BERRY
Dept/Division TECHNICAL COMPUTING DEPT

Title Ops Manager

Date Interview No. 1557
Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer DEC
Model DEC System 10
Quantity One

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used DAS 92 Remote
Quantity 2
Type of Terminal used TEKTRONIX 4010
Quantity 2

Type of Terminal used DEC L436
Quantity 7
Type of Terminal used DEC VDS various types
Quantity 15

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ___% per annum growth/decline
☐ Remote Computing ___% per annum growth/decline
☐ Interactive timesharing ___% p.a. growth/decline
delete as appropriate

INPUT

IN

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☒ Engineering/Scientific ☒ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☐ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

628
Mr. J. Stevenson
Computer Services Manager
J.C. Bamford Excavators
Station Road
rochester
Uttoxeter
Staffs ST14 5JP

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company J.C. BARRETT EXCAVATORS LTD
Address ROCESTER
STAFFS ST14 5JP

Tel: ROCESTER (0884) 590312
Contact Name M.T. ROBERTS
Dept/Division Management Services Mgr.

Date 7/6/85
Interview No. 7628
Reference

Title

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer BURROUGHS Manufacturer General Automation
Model B3500 Model
Quantity 1 Quantity 1

Manufacturer Manufacturer
Model Model
Quantity Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used Type of Terminal used
Quantity Quantity
Type of Terminal used Type of Terminal used
Quantity Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) Midland Computing Centre for 50 % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☒ Honeywell I.S. for 50 % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☒ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 50 % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing 20 % p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☒☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☒☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and
Planning

☐☐☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. J. Eley
Computer Manager
Fredk H. Burgess
The Green
Wolverhampton Road
Stafford MT17 4BL

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

Date _____
Interview No. IS12
Reference _____

Tel: 3131

Title COMPUTER MANAGER.

☒ yes ☐ no → Please go to Q.3

Manufacturer NCL
Model 8200
Quantity 1

Manufacturer _____
Model _____
Quantity _____

☐ yes ☒ no → Please go to Q.3

Type of Terminal used	
Quantity	
Type of Terminal used	
Quantity	

☒ yes ☐ no → Please go to Q.6

<input checked="" type="checkbox"/>	Batch Computing	→	see (b)
<input type="checkbox"/>	Remote Batch Computing	→	see (c)
<input type="checkbox"/>	Interactive Time-sharing	→	see (d)

<input type="checkbox"/>	BOC Datasolve	for _____%	of the company's total outside work
<input type="checkbox"/>	BARIC	for _____%	of the company's total outside work
<input type="checkbox"/>	CMG	for _____%	of the company's total outside work
<input type="checkbox"/>	ADP/Management Dynamics	for _____%	of the company's total outside work
<input type="checkbox"/>	GEEST/Cambridge Comp. Service	for _____%	of the company's total outside work
<input type="checkbox"/>	COMPUTEL	for _____%	of the company's total outside work
<input type="checkbox"/>	COMPOWER	for _____%	of the company's total outside work
<input type="checkbox"/>	IBM	for _____%	of the company's total outside work
<input type="checkbox"/>	CDC	for _____%	of the company's total outside work
<input checked="" type="checkbox"/>	OTHER (Specify) <i>FLEETWALK COMPUTER SERVICES</i>	for <i>25%</i>	of the company's total outside work

100

SERVICES

Input

an

[illegible]

td) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/>	Honeywell U.S.	for _____% of the company's total outside work
<input type="checkbox"/>	ADP	for _____% of the company's total outside work
<input type="checkbox"/>	COMSHARE	for _____% of the company's total outside work
<input type="checkbox"/>	IBM	for _____% of the company's total outside work
<input type="checkbox"/>	CRC	for _____% of the company's total outside work
<input type="checkbox"/>	ATKINS	for _____% of the company's total outside work
<input type="checkbox"/>	CDC	for _____% of the company's total outside work
<input type="checkbox"/>	OTHER (Specify)	for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/>	< £1000	<input checked="" type="checkbox"/>	≥ £12,000 < £25,000
<input type="checkbox"/>	≥ £1000 < £5,000	<input type="checkbox"/>	≥ £25,000
<input type="checkbox"/>	≥ £5,000 < £12,000		

2.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing _____% per annum growth/decline
- Remote Computing _____% per annum growth/decline
- Interactive timesharing _____% p.a. growth/decline

333
918

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b)	<input checked="" type="checkbox"/>	Production/Inventory
----	-------------------------------------	----------------------

☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒☐

4

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐

1

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

694
Mr. D. Miller
Computer Operations Manager
Consolidated Pneumatic Tool
C.P. House
97-107 Uxbridge Road
London W5

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

LEAD

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INQUIRY

TIMES TOP 1000 COMPANIES

Company CONSOLIDATED PNEUMATIC TOOL CO.

Address 27-107 OXBIDGE RD

EALING

WS 5TP

Tel: 01 567 3411 Ex 389

Contact Name MR MILLER

Dept/Division ETDP

Title OPERATIONS MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer HONEYWELL
Model 125
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used _____ Quantity _____
Type of Terminal used _____ Quantity _____
Type of Terminal used _____ Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

INPUT

INP

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

3332

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☒ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

765
Dr. M. F. Whelan
Grp. Bus. Systems Mgr.
Crane
Moulton Park Industrial Estate
Northampton, NN3 IXG

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL. 01-420 5200

TIMES TOP 1000 COMPANIES

Date 17/6/85
Interview No. 1765
Reference

Company CRANE LTD
Address 8 GLOUGH SQUARE, FLEETST LONDON EC4P4EH - HEAD OFFICE
COMPUTER CENTRE
LOWER FARM ROAD, HOUNSLOW ESTATE, MIDDLESEX - NW3 1K4
Tel: N 70N (0604) 47211
Contact Name DR. M.F. WHELAN
Dept/Division BUSINESS SYSTEMS DEPT.

Title BUSINESS SYSTEMS MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM Manufacturer
Model 370/138 Model
Quantity 1 Quantity

Manufacturer Manufacturer
Model Model
Quantity Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used IBM 3741 Type of Terminal used OLIVETTI
Quantity 2 Quantity 1
Type of Terminal used HONEYWELL Type of Terminal used IBM 3772
Quantity 1 Quantity 1

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.8

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for 100 % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☒ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 15 % per annum growth/decline
☐ Remote Computing 20 % per annum growth/decline
☐ Interactive timesharing 50 % p.a. growth/decline

delete as appropriate

SIC 2331, 341

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input checked="" type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input checked="" type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

667
Mr. G. Timewell
Comp. Manager
Hopkinson Ltd.
Britannia Works
Wheatthouse Road
Birkby
Huddersfield HD2 2UR

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST. LONDON W.1

TIMES TOP 1000 COMPANIES

Company HOLLANDS LTD
 Address BRITANNIA WORKS
BLACKBURN
LANCASHIRE
 Tel: Huddersfield 22171
 Contact Name MR G. J. HENDER
 Dept/Division DATA PROCESSING

Title COMPUTER CENTRE
MANAGER

1.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer IBM
 Model 370/125
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

2.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used IBM 3277
 Quantity 5
 Type of Terminal used IBM 3286
 Quantity 1

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

2.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

75 Sub 11
p 333

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Yes ☒ No ☐

Messengers (Birmingham) Ltd
Percy Road
Greet
Birmingham

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company Mediagene (Nightingale) Ltd.
 Address 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000
 Tel: 01-777-0001
 Contact Name Mr. J. J. J.
 Dept/Division Business Unit

Date 15th 16-6-9
 Interview No. 15th 16-6-9
 Reference 15th 16-6-9

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer Manufacturer
 Model Model
 Quantity Quantity

Manufacturer Manufacturer
 Model Model
 Quantity Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used Type of Terminal used
 Quantity Quantity
 Type of Terminal used Type of Terminal used
 Quantity Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q. 6

a) They are used for ☒ Batch Computing → see (b) ☐ Remote Batch Computing → see (c) ☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Database for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☒ OTHER (Specify) 2044445 702
3044445 304

c) We use the following bureaux for Remote Batch Services

Centrefile ☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☒ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foreses in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline

INPUT

IN

018 556

USE NOW

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

□ □ □

A SURVEY OF THE

b) ☐ Production/Inventory

☐ ☒ ☒

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

TIMES TOP 100 COMPANIES

c) ☐ Marketing/Sales

□ □ □

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

□ □ □

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

☐ General Accounting/Payroll

□ □ □ □ □

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Financial Analysis and Planning

□ □ □

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

TURN

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company Sealed Motor Construction Co.
 Address Bristol Road
Bridgwater
Somerset TA6 4AW
 Tel: 0278 4366
 Contact Name J.N. Perry
 Dept/Division Computer

Date 21-6-79
 Interview No. 21-6-79
 Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer Sony - Unisac
 Model 90/30
 Quantity one

Manufacturer
 Model
 Quantity

Manufacturer
 Model
 Quantity

Manufacturer
 Model
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used
 Quantity
 Type of Terminal used
 Quantity

Type of Terminal used
 Quantity
 Type of Terminal used
 Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q. 6

a) They are used for

☒ Batch Computing see (b)
☐ Remote Batch Computing see (c)
☐ Interactive Time-sharing see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☒ OTHER (Specify) ACT (6mb1)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for 100 % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☒ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 0 % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline
 delete as appropriate

INPUT

ACT (6mb1)

INP

50 2332

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) ☒ Engineering/Scientific

☒

☒

☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒

☒

☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☒

☒

☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐

☐

☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒

☒

☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐

☐

☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

795
Mr. R. N. Aldwinckle
DP Manager
Spirax-Sargo Eng.
130-132 St. George's Road
Cheltenham, Glos.
GL53 8ER

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company Silax - Sales Inc.
 Address 132-132 St. Georges Rd.
Cambridge
Mass

Tel: Quincy 21361

Contact Name P. Anderson

Dept/Division Data Processing

Title pp manager

Date 1795

Interview No. 1795

Reference

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer
 Model
 Quantity

Manufacturer
 Model
 Quantity

Manufacturer
 Model
 Quantity

Manufacturer
 Model
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used
 Quantity
 Type of Terminal used
 Quantity

Type of Terminal used
 Quantity
 Type of Terminal used
 Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☒ OTHER (Specify)
Golden & Green.

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

95%

INPUT

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☒ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 0% per annum growth/decline
☒ Remote Computing 0% per annum growth/decline
☒ Interactive timesharing 0% p.a. growth/decline

delete as appropriate

Golden & Green.

INPUT

INPUT

Q.5. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☒ Engineering/Scientific

☒

☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒

☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☒

☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel

☒

☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒

☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☒

☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

915
Mr. A. M. Lindsey
DP Manager
Herbert Morris
PO Box 7
North Road
Loughborough
Leics. LE1P 1RL

A SURVEY OF THE

TIMES TOP 1000 COMPANIES



INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

TIMES TOP 1000 COMPANIES

Title DPM

☒ yes ☐ no **no** → **Please go to Q.3**

[Manufacturer _____

Model _____

Quantity _____

[Manufacturer _____

Model _____

Quantity _____

☐ yes ☒ no → Please go to Q.3

Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q. 6

3) They are used for

<input type="checkbox"/>	Batch Computing	→ see (b)
<input type="checkbox"/>	Remote Batch Computing	→ see (c)
<input type="checkbox"/>	Interactive Time-sharing	→ see (d)

! We use the following bureaux for Batch Services:

<input type="checkbox"/>	BOC Datasolve	for _____% of the company's total outside work
<input type="checkbox"/>	BARIC	for _____% of the company's total outside work
<input type="checkbox"/>	CMG	for _____% of the company's total outside work
<input type="checkbox"/>	ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/>	GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/>	COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/>	COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/>	IBM	for _____% of the company's total outside work
<input type="checkbox"/>	COC	for _____% of the company's total outside work
<input type="checkbox"/>	OTHER (Specify)	for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile	for ____% of the company's total outside work
<input type="checkbox"/> U.C.C.	for ____% of the company's total outside work
<input type="checkbox"/> S.I.A.	for ____% of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for ____% of the company's total outside work
<input type="checkbox"/> I.B.M.	for ____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for ____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for ____% of the company's total outside work
<input type="checkbox"/> SCICON	for ____% of the company's total outside work
<input type="checkbox"/> CDC	for ____% of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for ____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for ____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/>	Honeywell U.S.	for _____% of the company's total outside work
<input type="checkbox"/>	ADP	for _____% of the company's total outside work
<input type="checkbox"/>	COMSHARE	for _____% of the company's total outside work
<input type="checkbox"/>	IBM	for _____% of the company's total outside work
<input type="checkbox"/>	CRC	for _____% of the company's total outside work
<input type="checkbox"/>	ATKINS	for _____% of the company's total outside work
<input type="checkbox"/>	CDC	for _____% of the company's total outside work
<input type="checkbox"/>	OTHER (Specify)	for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> $< \text{£}1000$	<input type="checkbox"/> $\geq \text{£}12,000 < \text{£}25,000$
<input type="checkbox"/> $\geq \text{£}1000 < \text{£}5,000$	<input type="checkbox"/> $\geq \text{£}25,000$
<input type="checkbox"/> $\geq \text{£}5,000 < \text{£}12,000$	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing _____ % per annum growth/decline
- Remote Computing _____ % per annum growth/decline
- Interactive timesharing _____ % p.a. growth/decline

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) ☒ Engineering/Scientific



Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory



Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales



Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel



Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll



Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning



Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. P. Logan
London Data Base Administrator
Otis Elevator Co. Ltd
The Otis Building
43-59 Clapham Road
London SW9 0J

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

600 CHICHESTER HOUSE, 160 REGENT ST., LONDON W.1
TEL: 01-439 6280

TIMES TOP 1000 COMPANIES

Company OTIS Elevator Co Ltd
Address 43/59 Clapham Rd
LONDON SW9

Tel: 735 9131 (x497)

Contact Name Mr Kogan
Dept/Division ED

Title Database Administrator

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer 1 Bm
Model 370
Quantity 370

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remot batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used Quantity
Type of Terminal used Quantity
Type of Terminal used Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing
☐ Remote Batch Computing
☐ Interactive Time-sharing

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline
delete as appropriate

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐

☐

☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒

☐

☐

Continuing development in this area.

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐

☐

☐

limited - emphasis at present on item b)

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel

☒

☐

☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒

☐

☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☒

☐

☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

861
Mr. A. Hamill
DP Manager
Addressograph-Multigraph
Maylands Avenue
Hemel Hempstead
Herts. HP2 7ET

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHICHESTER HOUSE, 160 REGENT ST., LONDON W.1
TEL: 01-430 6206

TIMES TOP 1000 COMPANIES

Company Addressograph - Multigraph Ltd
 Address 204/204a Avenue
Hemel Hempstead
Herts.
 Tel: 442251
 Contact Name A. HAMILL
 Dept/Division MIS.

Title Computer Administration
Manager

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM
 Model 370/115
 Quantity 1

Manufacturer
 Model
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used
 Quantity
 Type of Terminal used
 Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing see (b)
☐ Remote Batch Computing see (c)
☐ Interactive Time-sharing see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

INPUT

INPUT

INF

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline
 delete as appropriate

05/3/15

Mr. A. Gill
Information & Methods Manager
British Olivetti
Alcan House
30 Berkeley Square
London W.1.

100

A SURVEY OF THE

☐ ☐ ☒

TIMES TOP 1000 COMPANIES

☐ ☒ ☒

d) ☐ Personnel

e) ☐ General Accounting/Payroll

f) ☐ Financial Analysis and Planning

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

TURN

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company BRITISH OLIVETTI LTD
Address 30, BARKLEY SQ,
LONDON. W.1
Tel: 629-8807
Contact Name MR A.C. GILL
Dep/Division INFORMATION MANAGERS

Date _____
Interview No. 153
Reference _____

Title 1st M Manager

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer HONEYWELL
Model 2040A
Quantity 1

Manufacturer OLIVETTI
Model TC 800, DES23, A7
Quantity 4

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input checked="" type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

608
Mr. J.S. Thornton
Management Services Manager
Anderson Strathclyde
Anderson House
47 Broad Street
Glasgow G40 2QW

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company ANDERSON STRATHclyde LTD.
 Address ANDERSON HOUSE
47 BRID STREET
GLASGOW G2 2QW
 Tel: 041 554 1800
 Contact Name J. B. THORNTON
 Dept/Division MANAGEMENT SERVICES

Date 1608
 Interview No. 1608
 Reference MANAGEMENT SERVICES MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer 16L
 Model 2904
 Quantity 1

Manufacturer
 Model
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used 7561
 Quantity 8
 Type of Terminal used
 Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

Centrafile
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £5,000
☐ ≥ £5,000 < £12,000 ☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline
 delete as appropriate

INP

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☒☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☒☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☒☒☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☒☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☒☐☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

983

Mr. P. Childs
DP Manager
Ideal-Standard
Ideal Works
National Avenue
Hull

T. Childs
D.P. Manager
STEELAD GROUP LTD
Box 103
NATIONAL AVE
HULL

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

TIMES TOP 1000 COMPANIES

Company STELRAD GROUP LTD
 Address PO BOX 102
NATIONAL AVE
HULL
 Tel: 492251
 Contact Name T. B. CHILDS
 Dept/Division D.P.

Title D.P.M.

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer IBM Manufacturer _____
 Model 370/135 Model _____
 Quantity 1 Quantity _____

Manufacturer _____ Manufacturer _____
 Model _____ Model _____
 Quantity _____ Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used _____ Type of Terminal used _____
 Quantity _____ Quantity _____
 Type of Terminal used _____ Type of Terminal used _____
 Quantity _____ Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for ☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile ☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £5,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

INPUT

INP

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
1. <i>General</i>			
2. <i>Specific</i>			
3. <i>General</i>			
4. <i>Specific</i>			
5. <i>General</i>			
6. <i>Specific</i>			
7. <i>General</i>			
8. <i>Specific</i>			
9. <i>General</i>			
10. <i>Specific</i>			
11. <i>General</i>			
12. <i>Specific</i>			
13. <i>General</i>			
14. <i>Specific</i>			
15. <i>General</i>			
16. <i>Specific</i>			
17. <i>General</i>			
18. <i>Specific</i>			
19. <i>General</i>			
20. <i>Specific</i>			
21. <i>General</i>			
22. <i>Specific</i>			
23. <i>General</i>			
24. <i>Specific</i>			
25. <i>General</i>			
26. <i>Specific</i>			
27. <i>General</i>			
28. <i>Specific</i>			
29. <i>General</i>			
30. <i>Specific</i>			
31. <i>General</i>			
32. <i>Specific</i>			
33. <i>General</i>			
34. <i>Specific</i>			
35. <i>General</i>			
36. <i>Specific</i>			
37. <i>General</i>			
38. <i>Specific</i>			
39. <i>General</i>			
40. <i>Specific</i>			
41. <i>General</i>			
42. <i>Specific</i>			
43. <i>General</i>			
44. <i>Specific</i>			
45. <i>General</i>			
46. <i>Specific</i>			
47. <i>General</i>			
48. <i>Specific</i>			
49. <i>General</i>			
50. <i>Specific</i>			
51. <i>General</i>			
52. <i>Specific</i>			
53. <i>General</i>			
54. <i>Specific</i>			
55. <i>General</i>			
56. <i>Specific</i>			
57. <i>General</i>			
58. <i>Specific</i>			
59. <i>General</i>			
60. <i>Specific</i>			
61. <i>General</i>			
62. <i>Specific</i>			
63. <i>General</i>			
64. <i>Specific</i>			
65. <i>General</i>			
66. <i>Specific</i>			
67. <i>General</i>			
68. <i>Specific</i>			
69. <i>General</i>			
70. <i>Specific</i>			
71. <i>General</i>			
72. <i>Specific</i>			
73. <i>General</i>			
74. <i>Specific</i>			
75. <i>General</i>			
76. <i>Specific</i>			
77. <i>General</i>			
78. <i>Specific</i>			
79. <i>General</i>			
80. <i>Specific</i>			
81. <i>General</i>			
82. <i>Specific</i>			
83. <i>General</i>			
84. <i>Specific</i>			
85. <i>General</i>			
86. <i>Specific</i>			
87. <i>General</i>			
88. <i>Specific</i>			
89. <i>General</i>			
90. <i>Specific</i>			
91. <i>General</i>			
92. <i>Specific</i>			
93. <i>General</i>			
94. <i>Specific</i>			
95. <i>General</i>			
96. <i>Specific</i>			
97. <i>General</i>			
98. <i>Specific</i>			
99. <i>General</i>			
100. <i>Specific</i>			

1000

b) ☐ Production/Inventory

c) ☐ Marketing/Sales

d) ☐ Personnel

☐ General Accounting/Payroll

f) ☐ Financial Analysis and Planning

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

TELE

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

775

Mr. M. Constantine
Director, Grp. Mgt. Services
Valor Co. Ltd.
Riverside House
Corney Road
Chiswick, London W/4 2SL

TIMES TOP 1000 COMPANIES

Company VALOR HEATING LTD
 Address WOOD LANE
ERDINGTON
BIRMINGHAM.

Tel: 373 8111 EX 265
 Contact Name K. Constantina.
 Dept/Division DATA PROCESSING.

THE GROUP MANAGEMENT SERVICES
DIRECTOR.

2.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q. 3

Manufacturer HONEYWELL
 Model 64/22
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer HDS 2
 Model 21/40
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

2.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q. 3

Type of Terminal used HDS 21/40
 Quantity 1
 Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q. 6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

3) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centre/ffig
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☐☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and
Planning

☐☐☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Sale Tilney & Co.
28 Queen Anne's Gate
London SW1H 9AB.

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL. 01-439 5288

TIMES TOP 1000 COMPANIES

company Sale Tilney & Co,
address 28 Queen Anne's Gate,
London SW1H 9AB.

Date
Interview No. 1528
Reference

contact Name
ep/Division
Title

1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

1.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used
Quantity
Type of Terminal used
Quantity

1.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q. 6

a) They are used for
☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

2) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ___% per annum growth/decline
☐ Remote Computing ___% per annum growth/decline
☐ Interactive timesharing ___% p.a. growth/decline
delete as appropriate

3742

SIC
349

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/> NO	<input type="checkbox"/>	<input type="checkbox"/>
--	-----------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/> NO	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	-----------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

778
Mr. P. Jordan
Ops. Manager
Siebe Gorman
Computer Centre
Market Street
Hyde, Cheshire

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company SIERE GORMAN HOLDINGS GROUP COMPUTER CENTRE,

Address P.O. BOX 3,

MARKET STREET,

HYDE, CHESHIRE SK14 1RL

Tel: 061-368-5811

Contact Name P. JORDAN

Dept/Division D.P.

Date 4.4.78

Interview No. 1778

Reference _____

Title OPERATIONS MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer I.B.M.
Model SYSTEM 3/15B
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used _____ Quantity _____
Type of Terminal used _____ Quantity _____
Type of Terminal used _____ Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for
☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input checked="" type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input checked="" type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mrs. S. Culley
DP Manager
Polaroid (UK) Ltd
Ashley Road
St. Albans
Herts AL1 5PR

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company POLAROID (UK) LTD and VALE OF LEVEN INDUSTRIAL ESTATE
 Address ASHLEY ROAD DUNBARTON G82 3PN
ST ALBANS SCOTLAND
HERTS ALI 5PR
 Tel: ST ALBANS 59191
 Contact Name DR J R CAMPBELL Title UK DP MANAGER
 Dept/Division MANUFACTURING DIVN Contact at VALE OF LEVEN

Interview No. 1514
 Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM
 Model 370-148
 Quantity 1

Manufacturer
 Model
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used DATA-100 KCI/BATCH/RJE Type of Terminal used
 Quantity 2 (in UK) Quantity
 Type of Terminal used
 Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for ___% of the company's total outside work.
☐ BARIC for ___% of the company's total outside work.
☐ CMG for ___% of the company's total outside work.
☐ ADP/Management Dynamics for ___% of the company's total outside work.
☐ GEEST/Cambridge Comp. Service for ___% of the company's total outside work.
☐ COMPUTEL for ___% of the company's total outside work.
☐ COMPOWER for ___% of the company's total outside work.
☐ IBM for ___% of the company's total outside work.
☐ CDC for ___% of the company's total outside work.
☐ OTHER (Specify) for ___% of the company's total outside work.

INPUT

INP

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

☒ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☒ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 0 % per annum growth/decline
☐ Remote Computing 0 % per annum growth/decline
☐ Interactive timesharing 50 % p.a. growth/decline
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--	----------------	------------------------------------	------------------------------------

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☐ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

834
Mr. R. Geary
DP Manager
Time Products
81-89 Farringdon Road
London EC1

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company TIME PRODUCTS LTD.
 Address 81/89 FARRINGTON RD.
LONDON E.C.1.
 Tel: 01-242-8899
 Contact Name MR. R.E. GERRY
 Dept/Division COMPUTER SERVICES

Title GROUP SYSTEMS MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer BURROUGHS
 Model B1726
 Quantity 1

Manufacturer REDIFON
 Model SPECK
 Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used VDU's
 Quantity 6
 Type of Terminal used VAC
 Quantity 1

Q.3. Do you use external bureau services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☒ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

INPUT

INP

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☒ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☒ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing
☒ Remote Computing
☐ Interactive timesharing

per annum growth/decline
 per annum growth/decline
 10% p.a. growth/decline

delete as appropriate

SIC 3541

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	-------------------------	-------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

737
Mr. R. Lee
Computer Dept.
UKO International
Bittacy Hill
Mill Hill
London NW7 1EN

TIMES TOP 1000 COMPANIES

Company UNITED KINGDOM OPTICAL CO LTDAddress BUTCHY HILLMILL HILLLONDON NW7 1EHTel: 01-346 2660Contact Name MR. R. D. LEEDept/Division COMPUTERTitle COMPUTER MANAGERDate 1737
Interview No. 1737
Reference

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no ☐ Please go to Q. 3Manufacturer UNIVAC
Model 90/30
Quantity 1Manufacturer
Model
QuantityManufacturer
Model
QuantityManufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ Yes ☐ no ☐ Please go to Q. 3Type of Terminal used U100
Quantity 13
Type of Terminal used TALLY PRINTERS
Quantity 4Type of Terminal used
Quantity
Type of Terminal used
Quantity

Q.3. Do you use external bureaux services?

☐ Yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for ___% of the company's total outside work
☐ BARIC for ___% of the company's total outside work
☐ CMG for ___% of the company's total outside work
☐ ADP/Management Dynamics for ___% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for ___% of the company's total outside work
☐ COMPUTEL for ___% of the company's total outside work
☐ COMPOWER for ___% of the company's total outside work
☐ IBM for ___% of the company's total outside work
☐ CDC for ___% of the company's total outside work
☐ OTHER (Specify) for ___% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for ___% of the company's total outside work
☐ S.I.A. for ___% of the company's total outside work
☐ U.C.S.L. for ___% of the company's total outside work
☐ I.B.M. for ___% of the company's total outside work
☐ COMPOWER for ___% of the company's total outside work
☐ COMPUTEL for ___% of the company's total outside work
☐ SCICON for ___% of the company's total outside work
☐ CDC for ___% of the company's total outside work
☐ LOWNDES-AJAX for ___% of the company's total outside work
☐ OTHER (Specify) for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for ___% of the company's total outside work
☐ ADP for ___% of the company's total outside work
☐ COMSHARE for ___% of the company's total outside work
☐ IBM for ___% of the company's total outside work
☐ CRC for ___% of the company's total outside work
☐ ATKINS for ___% of the company's total outside work
☐ CDC for ___% of the company's total outside work
☐ OTHER (Specify) for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ___% per annum growth/decline
☐ Remote Computing ___% per annum growth/decline
☐ Interactive timesharing ___% p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐
☐
☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒
☒
☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐
☐
☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐
☐
☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒
☐
☒

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☒
☐
☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

669
Mr. D. Stockden
Operations Supervisor
Bowthorpe (Holdings)
Gatwick Road
Crawley, W. Sussex

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6283

TIMES TOP 1000 COMPANIES

Company BONTHORPE HOLDINGS
Address GATWICK ROAD
CRAWLEY
WEST SUSSEX

Tel: 28983
Contact Name D. STOCKDEN
Dept/Division COMPUTER / MANAGEMENT SERVICES

Title OPERATIONS
SUPERVISOR

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer BUREAUX Model B3700 Quantity 1
Quantity

Manufacturer Model Quantity
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used Quantity Type of Terminal used Quantity
Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for ___% of the company's total outside work
☐ BARIC for ___% of the company's total outside work
☐ CMG for ___% of the company's total outside work
☐ ADP/Management Dynamics for ___% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for ___% of the company's total outside work
☐ COMPUTEL for ___% of the company's total outside work
☐ COMPOWER for ___% of the company's total outside work
☐ IBM for ___% of the company's total outside work
☐ CDC for ___% of the company's total outside work
☐ OTHER (Specify) for ___% of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for ___% of the company's total outside work
☐ S.I.A. for ___% of the company's total outside work
☐ U.C.S.L. for ___% of the company's total outside work
☐ I.B.M. for ___% of the company's total outside work
☐ COMPOWER for ___% of the company's total outside work
☐ COMPUTEL for ___% of the company's total outside work
☐ SCICON for ___% of the company's total outside work
☐ CDC for ___% of the company's total outside work
☐ LOWNDES-AJAX for ___% of the company's total outside work
☐ OTHER (Specify) for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for ___% of the company's total outside work
☐ ADP for ___% of the company's total outside work
☐ COMSHARE for ___% of the company's total outside work
☐ IBM for ___% of the company's total outside work
☐ CRC for ___% of the company's total outside work
☐ ATKINS for ___% of the company's total outside work
☐ CDC for ___% of the company's total outside work
☐ OTHER (Specify) for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ___% per annum growth/decline
☐ Remote Computing ___% per annum growth/decline
☐ Interactive timesharing ___% p.a. growth/decline

delete as appropriate

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☒ Engineering/Scientific

☒☒☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☒☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and
Planning

☒☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

729
Mr. C. Wilmott
DP Manager
Newman Industries
Yate
Bristol, BS17 5HG

TIMES TOP 1000 COMPANIES

Company Newman Industries Limited,
Address Foundry Lane,
Speedwell, Bristol.

Tel: _____
Contact Name Mr. C. W. Willmott Title Director
Dep/Division Cotswold Computer Services Limited
(Subsidiary)

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer Honeywell Manufacturer _____
Model 2040 Model _____
Quantity 1 Quantity _____

Manufacturer _____ Manufacturer _____
Model _____ Model _____
Quantity _____ Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used _____ Type of Terminal used _____
Quantity _____ Quantity _____
Type of Terminal used _____ Type of Terminal used _____
Quantity _____ Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

INPUT

INI

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☒ Honeywell I.S. for 100% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☒ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 0 % per annum growth/decline
☐ Remote Computing 0 % per annum growth/decline
☐ Interactive timesharing 0 % p.a. growth/decline

delete as appropriate

362

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--------------------	----------------	------------------------------------	------------------------------------

a) ☐ Engineering/Scientific ☐ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. A.R. Gibson
DP Manager
Ward & Goldstone Ltd
Computer Department
Frederick Road
Salford M6 6AP

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company Ward 2 Computers Ltd
 Address Exeter Rd
Salisbury
Wiltshire
 Tel: 061 736 5822
 Contact Name A.R. Gisson
 Dept/Division Computer

Title D. P. Manager

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer IBM
 Model 370/138
 Quantity 1

Manufacturer IBM
 Model 370/138
 Quantity 1

Manufacturer IBM
 Model 370/138
 Quantity 1

Manufacturer IBM
 Model 370/138
 Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used 3271
 Quantity 11
 Type of Terminal used TC 277
 Quantity 8

Type of Terminal used 3271
 Quantity 11
 Type of Terminal used TC 277
 Quantity 8

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Serv/ibu
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

INPUT

INP

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ___% per annum growth/decline
☐ Remote Computing ___% per annum growth/decline
☐ Interactive timesharing ___% p.a. growth/decline
 delete as appropriate

719
 500 Chesham House, 150 Regent St., London W.1
 Tel: 01-439 6288

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☐ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.
 A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE TIMES TOP 1000 COMPANIES

INPUT
 500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
 TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company TELEPHONE RENTALS LTD.

Address TR HOUSE

BLETCHLEY

MILTON KEYNES

Tel: 0908 71200

Contact Name C. J. HODGES.

Dept/Division DATA & METHODS DEPT.

Title MANAGER

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no ☐ Please go to Q.3

Manufacturer <u>ICL</u>	Manufacturer _____
Model <u>1901T</u>	Model _____
Quantity <u>ONE</u>	Quantity _____

Manufacturer _____	Manufacturer _____
Model _____	Model _____
Quantity _____	Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ Yes ☐ no ☐ Please go to Q.3

Type of Terminal used <u>PRAGMA V24</u>	Type of Terminal used _____
Quantity <u>FOUR</u>	Quantity _____
Type of Terminal used <u>TALLY PRINTER</u>	Type of Terminal used _____
Quantity <u>ONE</u>	Quantity _____

Q.3. Do you use external bureaux services?

☐ Yes ☒ no ☐ Please go to Q.6

a) They are used for

<input type="checkbox"/> Batch Computing	→ see (b)
<input type="checkbox"/> Remote Batch Computing	→ see (c)
<input type="checkbox"/> Interactive Time-sharing	→ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasolve	for _____% of the company's total outside work
<input type="checkbox"/> BARIC	for _____% of the company's total outside work
<input type="checkbox"/> CMG	for _____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/> U.C.C.	for _____% of the company's total outside work
<input type="checkbox"/> S.I.A.	for _____% of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for _____% of the company's total outside work
<input type="checkbox"/> I.B.M.	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> SCICON	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	for _____% of the company's total outside work
<input type="checkbox"/> ADP	for _____% of the company's total outside work
<input type="checkbox"/> COMSHARE	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CRC	for _____% of the company's total outside work
<input type="checkbox"/> ATKINS	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="checkbox"/> Batch Computing	_____ % per annum growth/decline	} delete as appropriate
<input type="checkbox"/> Remote Computing	_____ % per annum growth/decline	
<input type="checkbox"/> Interactive timesharing	_____ % p.a. growth/decline	

91C 3641 366

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) ☐ Engineering/Scientific

☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and
Planning

☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

643C
Mr. L. Birkett
Greengate Cables Ltd.
PO Box 202
Marshall Works
Moseley Road
Trafford Park
Manchester M17 1QD

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company: GENERAL ELECTRIC CABLES LTD
 Address: PO BOX 202 MANCHESTER WORDS
MANCHESTER ROAD TRAFFORD PARK
MANCHESTER M17 1QH

Tel: 061-872-4252 EXT 19
 Contact Name: L.J. BURKETT
 Dept/Division: ACCOUNTS

Title: ACCOUNTS OFFICE MANAGER

Date: _____
 Interview No.: I643C
 Reference: _____

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer: _____
 Model: _____
 Quantity: _____

Manufacturer: _____
 Model: _____
 Quantity: _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used: _____
 Quantity: _____
 Type of Terminal used: _____
 Quantity: _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☒ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for 100% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☒ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

INPUT

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QC 364.560

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input checked="" type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

643A
Mr. F. D. Cunningham
IPS Manager
Cossor Electronics
Elizabeth Way
The Pinnacles
Harlow, Essex

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

900
365

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--------------------	----------------	------------------------------------	------------------------------------

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☐ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

900
Mr. R. Hopcroft
DP Manager
Audiotronic Holdings Ltd.
The Hyde
Hendon, London NW9

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

TIMES TOP 1000 COMPANIES

Company AUDIOTRONIC HOLDINGS LTD.
 Address THE HYDE INDUSTRIAL ESTATE
THE HYDE
LONDON NW4 6JJ.

Tel: (01) 200-0444

Contact Name R. HOPCROFT.

Dept/Division A.I. M. S.

Title OPERATIONS MANAGER.

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no \rightarrow Please go to Q.3

Manufacturer UNIVAC
 Model 90/30
 Quantity 1

Manufacturer B.C.L.
 Model MOLECULAR 12
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no \rightarrow Please go to Q.3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no \rightarrow Please go to Q.6

a) They are used for

☐ Batch Computing \rightarrow see (b)
☐ Remote Batch Computing \rightarrow see (c)
☐ Interactive Time-sharing \rightarrow see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datacube
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

☒ Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for 5% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ \geq £12,000 < £25,000
☐ \geq £1000 < £5,000 ☐ \geq £25,000
☐ \geq £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 10% per annum growth/decline
☐ Remote Computing 5% per annum growth/decline
☐ Interactive timesharing 12% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) ☒ Engineering/Scientific



Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory



Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales



Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel



Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll



Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and
Planning



Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

616

Mr. D. Smorthit
UK Computer Systems Sales Manager
Hewlett-Packard
King Street Lane
Winnersh
Wokingham
Berks RG11 5AR

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

TIMES TOP 1000 COMPANIES

Company Hewlett-Packard
 Address King Street Lane
Winnersh
Nr. Wokingham, Berks
 Tel: WOK 784774
 Contact Name Derek Smorthit dat 2205/6
 Dept/Division Computer Systems Group

Title UK Computer Systems Sales
Manager

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM
 Model 370/125
 Quantity 1

Manufacturer HEWLETT PACKARD
 Model HP 2000 (DATA COMMUNICATION)
 Quantity 2

Manufacturer HEWLETT PACKARD
 Model HP 2000 (TIMESHARE)
 Quantity 1

Manufacturer HEWLETT PACKARD
 Model HP 3000 II
 Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used HP 2645
 Quantity 10
 Type of Terminal used EXPERIMENT
 Quantity 2

Type of Terminal used GE TERMINET
 Quantity 1
 Type of Terminal used HP 9830
 Quantity 2

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) ☒ Engineering/Scientific



Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory



Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales



Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel



Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll



Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and
Planning



Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. C. Jones
Data Processing Manager
Harland & Wolff Ltd
Systems & Computer Services Dept
Queens Island
Belfast BT3 9DU

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company HARRISON & WOLFF LTD.
 Address QUEEN'S ROAD,
QUEEN'S ISLAND,
BELFAST BT3 9DU
 Tel: 58456
 Contact Name MR. C. JONES
 Dept/Division Systems & Computer Services

Title D.P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM Manufacturer _____
 Model 370/138 Model _____
 Quantity 1 Quantity _____

Manufacturer _____ Manufacturer _____
 Model _____ Model _____
 Quantity _____ Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used ITT / VDU. Type of Terminal used _____
 Quantity 20 Quantity _____
 Type of Terminal used _____ Type of Terminal used _____
 Quantity _____ Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

Centreline
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☒ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☒ OTHER (Specify) SysKunShare

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for 1 _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for 2 _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☒ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing 5 _____% p.a. growth/decline

delete as appropriate

IN

370 370

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☒ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☐ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

600 F
Mr. R. Robb
Computer Manager
Lithgows Ltd
Kingston Shipyard
Port Glasgow
Renfrewshire
Scotland

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company LITHGOWS LTD
 Address Kingston Shipyard
Port Glasgow
Renfrewshire Scotland

Tel: _____
 Contact Name F. ROBB
 Dep't/Division _____

Title Computer Manager

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q. 3

Manufacturer HONEYWELL
 Model GA225
 Quantity ONE

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q. 6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☒ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☒ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

SYSTEMSHARE

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☒ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

INPUT

IN

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☒ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☒ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

yes

593
Mr. J. H. Irvine
General Manager-Computer Dept
Yarrow Shipbuilders Ltd
Scotstown
Glasgow
Scotland

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company YARROW (SHIPBUILDERS) LTD
Address SOVTH ST.
GLASGOW G14

Tel: 041-959-1207
Contact Name J. H. IRVINE
Dept/Division COMPUTER

Title GENERAL MANAGER
- COMPUTERS

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer ICL
Model 1903T
Quantity 1

Manufacturer CUMMINS
Model 4400
Quantity 1

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used 7121/4
Quantity 10
Type of Terminal used 7121/2
Quantity 1

Type of Terminal used 7071/3
Quantity 4
Type of Terminal used
Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work

INPUT

IN

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work

SYSTEM SHARE

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☒ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ___% per annum growth/decline
☐ Remote Computing ___% per annum growth/decline
☐ Interactive timesharing 10% p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☐ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Adwest Engineering Ltd. (2-629)
Woodley
Reading
Berks. RG5 4SN
For the attention of the Company Secretary

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company AD WEST ENGINEERING LTD.
 Address HEADLEY ROAD EAST
WOODLEY
READING RG5 4SN BERKS
 Tel: READING (0734) 692351
 Contact Name M.R.T.L. ORCHARD
 Dept/Division CHIEF ACCOUNTANT

Date 12-6-89
 Interview No. 12-629
 Reference

Title

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer Manufacturer
 Model Model
 Quantity Quantity

Manufacturer Manufacturer
 Model Model
 Quantity Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used Type of Terminal used
 Quantity Quantity
 Type of Terminal used Type of Terminal used
 Quantity Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)
☒ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☒ OTHER (Specify) for 32 % of the company's total outside work

C.S.S. INTERNATIONAL
 JORDAN ROAD, BARKING

INPUT

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☒ OTHER (Specify) INCOMPUTEL LTD., GUILDFORD, GU1 4QW for 72 % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☒ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 12 % per annum growth/decline
☒ Remote Computing 10 % per annum growth/decline
☒ Interactive timesharing 10 % p.a. growth/decline
 delete as appropriate

INP

1-890
1-890

181
251

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☐☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐☐☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

1-890
B & B Trailers Ltd
Queensway
Leamington Spa
Warwicks.

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

TIMES TOP 1000 COMPANIES

Company B & B TRAILERS LTD.
 Address Queensway Spa
Leamington Spa
Warwickshire

Tel: _____
 Contact Name _____ Title _____
 Dept/Division _____

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q. 6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

510 381

WILL USE LESS
IN FUTURE

☐☐☐

7

☐☐

summary of the Data provided by companies in your category will be shortly available. May we send it to you?

600 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

680
Mr. M. Carr
DP Manager
Cam Gears
45 Wilbury Way
Hitchin, Herts.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

TIMES TOP 1000 COMPANIES

Company CAM GEARS LTD.
 Address 65 WILBURY WAY
HITCHIN
HERTS
 Tel: HITCHIN 30751
 Contact Name M.R. CAER
 Dept/Division MANAGEMENT SERVICES

Title MANAGEMENT SERVICES
MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no \longrightarrow Please go to Q.3

Manufacturer ICL
 Model 2904
 Quantity 1

Manufacturer ICL
 Model 2903
 Quantity 2

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no \longrightarrow Please go to Q.3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no \longrightarrow Please go to Q.6

a) They are used for

☐ Batch Computing \longrightarrow see (b)
☐ Remote Batch Computing \longrightarrow see (c)
☐ Interactive Time-sharing \longrightarrow see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ \geq £12,000 < £25,000
☐ \geq £1000 < £5,000 ☐ \geq £25,000
☐ \geq £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) ☒ Engineering/Scientific

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. A.T. Rantle
Cost Accountant
C.I. Caravans
The Oak
Fordham Road
Newmarket
Suffolk

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company U.I. CARPENTERS LTD
Address FORDHAM ROAD
NEWHAMPTON
Tel: 9251
Contact Name A.T. HARTLEY
Dep't/Division ACCOUNTS

Date 15/2/79
Interview No. 1527
Reference

Title CONTROLLER

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q. 6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☒ OTHER (Specify) CSA
OTHERS:

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for 20% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☒ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline STAY
☐ Remote Computing _____% per annum growth/decline delete as appropriate
☐ Interactive timesharing _____% p.a. growth/decline

INPUT

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific



Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory



Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales



Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel



Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll



Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning



Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

730
Mr. R. Taylor
DP Manager
Fodens
Elworth Works
Sandbach
Cheshire, CW11 9HZ

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company FODENS LIMITED
 Address ELWORTH WORKS,
SAIDRAGH,
CHESHIRE. CW11 9HZ
 Tel: 09 367 3244, Ex.110
 Contact Name MR. R. TAYLOR
 Dept/Division D.P. DEPARTMENT.

Title EXECUTIVE MANAGER-DATA
PROCESSING

Date 1/1/80
 Interview No. 1130
 Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM
 Model 370/148
 Quantity 1

Manufacturer
 Model
 Quantity

Manufacturer
 Model
 Quantity

Manufacturer
 Model
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used IBM 3277
 Quantity 28
 Type of Terminal used 3284
 Quantity 7

Type of Terminal used 3286
 Quantity 2
 Type of Terminal used 3288
 Quantity 2

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrefile
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☒ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☒ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % per annum growth/decline

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

a) ☐ Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

832
Mr. P. Cox
DP Manager
Holt Lloyd International
Lloyds House
Handforth
Wilmslow
Cheshire

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company Holt Lloyd Information
Address LLOYDS HOUSE
WILMINGTON
CHESHIRE
Tel: 09964-26838
Contact Name P.L. COX
Dept/Division ADP

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer HONEYWELL Quantity 1
Model 2020
Quantity 1

Manufacturer Quantity
Model Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used Quantity
Type of Terminal used Quantity
Type of Terminal used Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing see (b)
☐ Remote Batch Computing see (c)
☐ Interactive Time-sharing see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work
for ___ % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ___ % per annum growth/decline
☐ Remote Computing ___ % per annum growth/decline
☐ Interactive timesharing ___ % p.a. growth/decline

delete as
appropriate

JSu

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Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) ☐ Engineering/Scientific

☐☒☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☒☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☒☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☒☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☒☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

L.H.W. Engineering (13-629)
Stratford Road
Warwick
CV34 6AL
For the attention of the Company Secretary

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

TIMES TOP 1000 COMPANIES

Company I.H.W. ENGINEERING LIMITED
 Address STRATFORD ROAD,
WARWICK
 Tel: 41891
 Contact Name J.L. ANDERSON
 Dept/Division ACCOUNTS

Title FINANCIAL DIRECTOR

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer BOROUGHES
 Model L4000
 Quantity 3

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no ☐ Please go to Q.3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

INPUT

INF

96 361

6. Finally, please check those applications which your company presently uses or will use in the future

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

<input type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

<input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Commercial Control, Management Reports etc.

<input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

<input type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
------------------------------------	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

<input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

<input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

623
Mr. L. Keighley
Chief of Data Processing
Seddon & Atkinson Ltd
Woodstock Factory
Oldham
Lancs OL2 6HP

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

TIMES TOP 1000 COMPANIES

Company SEDDON ATKINSON
 Address WOODSTOCK FACTORY,
OLDHAM,
LANCS. OL2 6HP
 Tel: 061-624-0577
 Contact Name A. KIGHLEY
 Dept/Division S&S.

Title Chief of D.P.

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer HONEYWELL Manufacturer _____
 Model 66/40 Model _____
 Quantity 1 Quantity _____

Manufacturer _____ Manufacturer _____
 Model _____ Model _____
 Quantity _____ Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used HONEYWELL 707 Type of Terminal used _____
 Quantity _____ Quantity _____
 Type of Terminal used HONEYWELL 701 Type of Terminal used _____
 Quantity _____ Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q. 6

a) They are used for

☒ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☒ OTHER (Specify) HOSKYNHS for 90% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) _____ for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) _____ for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☒ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 100% per annum growth/decline
☐ Remote Computing 90% per annum growth/decline
☐ Interactive timesharing 10% p.a. growth/decline
 delete as appropriate

TIMES TOP 1000 COMPANIES

Company TURNER MANUFACTURING CO. LTDAddress WULFRUNA WORKSMOOREFIELD ROADWIMBORHAMPTON WVR 4PDTel: 01204 252331Contact Name E.A. JACQUESDept/Division DATA PROCESSINGTitle D.P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no \rightarrow Please go to Q. 3

Manufacturer I. B. M.
 Model SYSTEM/3 MODEL 12
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no \rightarrow Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no \rightarrow Please go to Q. 8

a) They are used for

☐ Batch Computing \rightarrow see (b)
☐ Remote Batch Computing \rightarrow see (c)
☐ Interactive Time-sharing \rightarrow see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ \geq £12,000 < £25,000
☐ \geq £1000 < £5,000 ☐ \geq £25,000
☐ \geq £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

} delete as appropriate

91U
38A

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

	<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--	--------------------	----------------	------------------------------------	------------------------------------

a)	<input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
----	---	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b)	<input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
----	---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c)	<input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
----	--	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d)	<input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
----	------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e)	<input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
----	---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f)	<input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
----	--	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ YES ☐ NO

919
The Computer Department
York Trailer Ltd.
Yafforth Road
North Allerton

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

TIMES TOP 1000 COMPANIES

Company York Trailer Co Ltd
 Address YORKSHIRE ROAD
NOOTON, YORKS.
YO21 1YX
 Tel: NOOTON 3155
 Contact Name D. J. Woods
 Dept/Division Computer

Date 1919
 Interview No. 1919
 Reference 1919

Title Director

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer NEC CENTURY
 Model CENTURY 100 (64)
 Quantity 1

Manufacturer NEC CENTURY
 Model CENTURY 100 (64)
 Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used NEC CENTURY 100 (64)
 Quantity 1
 Type of Terminal used NEC CENTURY 100 (64)
 Quantity 1

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile

☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.

☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ___% per annum growth/decline
☐ Remote Computing ___% per annum growth/decline
☐ Interactive timesharing ___% p.a. growth/decline

delete as appropriate

916 383

Q.5. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☒ Engineering/Scientific ☒ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☒ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

746
Mr. G. W. Shaw
DP Manager
Short Brothers & Harland
PO Box 241
Airport Road
Belfast, BT3 9DZ

INPUT

TIMES TOP 1000 COMPANIES

Company SILBERT BROTHERS LIMITEDAddress P.O. Box 241AIRPORT ROADBELFAST BT3 7DZTel: BELFAST 57444Contact Name De W ShawDept/Division COMPUTER SERVICES DEPTTitle COMPUTER SERVICES MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer <u>ICL</u>	Manufacturer _____
Model <u>1903T</u>	Model _____
Quantity <u>1</u>	Quantity _____

Manufacturer _____	Manufacturer _____
Model _____	Model _____
Quantity _____	Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used <u>ICL 7181</u>	Type of Terminal used <u>ICL 7086 Pentec</u>
Quantity <u>3</u>	Quantity <u>2</u>

Type of Terminal used _____	Type of Terminal used _____
Quantity _____	Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

<input type="checkbox"/> Batch Computing	_____	→ see (b)
<input type="checkbox"/> Remote Batch Computing	_____	→ see (c)
<input type="checkbox"/> Interactive Time-sharing	_____	→ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datacube	for _____% of the company's total outside work
<input type="checkbox"/> BARIC	for _____% of the company's total outside work
<input type="checkbox"/> CMG	for _____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile	for _____% of the company's total outside work
<input type="checkbox"/> U.C.C.	for _____% of the company's total outside work
<input type="checkbox"/> S.I.A.	for _____% of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for _____% of the company's total outside work
<input type="checkbox"/> I.B.M.	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> SCICON	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	for _____% of the company's total outside work
<input type="checkbox"/> ADP	for _____% of the company's total outside work
<input type="checkbox"/> COMSHARE	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CRC	for _____% of the company's total outside work
<input type="checkbox"/> ATKINS	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="checkbox"/> Batch Computing _____% per annum growth/decline	} delete as appropriate
<input type="checkbox"/> Remote Computing _____% per annum growth/decline	
<input type="checkbox"/> Interactive timesharing _____% p.a. growth/decline	

2014

WILL USE LESS
IN FUTURE

☐☐☐☐

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

TUNZ

1500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company M. G. BRUNING
Address JANIES WALKER & CO LTD
LION WORKS
MAYBURY HILL, WOXING, SURREY
Tel: W 5951 EX 108
Contact Name _____
Dept/Division _____

Date 1872
Interview No. 1872
Reference _____

Title DATA ROOM MGR

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer 1 C L
Model 2433/30
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☒ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☒ OTHER (Specify) MILLS ASSOCIATES
PAYROL

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☒ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 15 % per annum growth/decline
☐ Remote Computing _____ % per annum growth/decline
☐ Interactive time-sharing _____ % p.a. growth/decline
delete as appropriate

INPUT

INP

391

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐

☐

☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒

☒

☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☐

☒

☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐

☐

☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒

☐

☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☒

☒

☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

604
Mr. W.F. Griffin
Operations Manager
Spear & Jackson Ltd
Aetna Works
Savile Street East.
Sheffield S4 7UR

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company Spear & Jackson International Ltd.
Address Savile Street East,
Sheffield S4 7UR.

Tel: Sheff. 20202

Contact Name Mr. W. F. Griffin.

Dep/Division Computer.

Title Operations Manager.

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer Honeywell.
Model GE425
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for
☐ Batch Computing ☐ Remote Batch Computing ☐ Interactive Time-sharing
see (b) see (c) see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Database for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

INPUT

INI

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Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

951
Mr. J. Waterhouse
DP Manager
Stanley Tools
Woodside
Sheffield, S3 9PD

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL. 01-479 6768

TIMES TOP 1000 COMPANIES

Company Stanley Tools Ltd
 Address Wotton
Stafford

Tel: 78678

Contact Name FR Wakeham

Dept/Division RFM

Title _____

Date _____
 Interview No. 1951
 Reference _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no \rightarrow Please go to Q. 3

Manufacturer _____
 Model 3201138
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no \rightarrow Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☒ no \rightarrow Please go to Q. 6

a) They are used for

☐ Batch Computing \rightarrow see (b)
☐ Remote Batch Computing \rightarrow see (c)
☒ Interactive Time-sharing \rightarrow see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☒ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ \geq £12,000 < £25,000
☐ \geq £1000 < £5,000 ☐ \geq £25,000
☒ \geq £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing _____% per annum growth/decline
☒ Remote Computing _____% per annum growth/decline
☒ Interactive timesharing 25% p.a. growth/decline
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific



Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory



Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales



Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel



Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll



Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning



Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. N. Chrisman
DP Manager
Ronson Products
Randalls Road
Leatherhead
Surrey

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

TIMES TOP 1000 COMPANIES

Company ROBINSON PRODUCTS LTD
Address RANDALLS ROAD
LEATHERHEAD
SURREY KT22 7TF
Tel: LEATHERHEAD 74444
Contact Name N K. CHESMAN
Dept/Division _____

Title D.P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM
Model 360/50
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile

☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☒ OTHER (Specify) 5/12/1C

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☒ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ☐ per annum growth/decline
☒ Remote Computing ☐ per annum growth/decline
☐ Interactive timesharing ☐ p.a. growth/decline
delete as appropriate

INPUT

INP

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☐ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

709
Mr. R. Bruce
Computer Manager
Lin-Pac Containers
Charles Street
Louth, Lincs.

916 355

TIMES TOP 1000 COMPANIES

Company LIN-PAC CONTAINERS LTD.
 Address 1 CHARLES STREET
LOUTH LINES
LN 11 9LA
 Tel: LOUTH 4271 (STD 0507)
 Contact Name R.H. BAILE
 Dept/Division CORRUATED CASES LTD.

Title COMPUTER MANAGER

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no ☐ Please go to Q.3

Manufacturer ICL
 Model SYSTEM TEN
 Quantity ONE

Manufacturer ICL
 Model 1503 TERMINAL
 Quantity ONE

Manufacturer ICL
 Model 1501 TERMINAL
 Quantity FOUR

Manufacturer ICL
 Model 1501 TERMINAL
 Quantity FOUR

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used
 Quantity
 Type of Terminal used
 Quantity

Type of Terminal used
 Quantity
 Type of Terminal used
 Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline

delete as appropriate

INPUT

INF

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

5/8/83

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☒ Engineering/Scientific ☐ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☐ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☐ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. J.S. Houlihan
Group Accountant
Metal Closures Group
40 Brook Street
London W1Y 2EP

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6280

TIMES TOP 1000 COMPANIES INPUT

Interview No. JD13

Contact Name HOULIHAN JS.
Depy/Division HEAD OFFICE

Title	Date	Description	Amount
Group Accountant			

Q.1. Does your company have its own in-house computers?

Manufacturer	1CL
Model	2904
Quantity	1

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q. 3

Type of Terminal used DIGICO MIBE.

Quantity 2

Type of Terminal used _____

Quantity _____

Q.3. Do you use external bureau services?

☒ yes ☐ no \longrightarrow Please go to Q. 6

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datatolve	for _____% of the company's total outside work
<input checked="" type="checkbox"/> BARIC	for <u>20</u> % of the company's total outside work
<input type="checkbox"/> CMG	for _____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> HUM	for _____% of the company's total outside work
<input checked="" type="checkbox"/> CDC	for <u>10</u> % of the company's total outside work
<input type="checkbox"/> OTHER (Specify) _____	for _____% of the company's total outside work

Index

c) We use the following bureaux for Remote Batch Services

[illegible]

d) We use the following bureaux for Interactive Time Sharing Services:

[illegible]

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input checked="" type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

2.5. What is the growth pattern that you foresee in the usage of each service category by your community?

- ② Batch Computing 10 % per annum ~~growth~~/decline
- ③ Remote Computing % per annum growth/decline
- ④ Interactive timesharing % p.a. growth/decline

} delete as appropriate

T I M E S T O P 1 0 0 0 : 5 0 1 - 1 0 0 0
S O R T E D B Y U . K . S I C C O D E S 4 0 0 - 8 9 9

TIMES TOP 1000: 501-1000
SORTED BY U.K. SIC CODES 400-899

8. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

☐ Production/Inventory ☐ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

☐ Marketing/Sales ☐ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

☐ Personnel ☐ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

☐ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

☐ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send to you...

INPUT

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

781
Mrs L. Small
DP Supervisor
Black & Edgington
Ind. Estate
Port Glasgow
Renfrewshire, PA14 5XN

7022
7/10/72

TIMES TOP 1000 COMPANIES

Company Black & Edgington
 Address Ind. Est.
Port Glasgow
Renfrewshire PA14 5XN

Tel: _____
 Contact Name _____ Title _____
 Dept/Division _____

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for
☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☒ IBM for 100% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) _____ for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) _____ for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) _____ for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ £1000 < £5,000
☒ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

516 41-42

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

	<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--	--------------------	----------------	------------------------------------	------------------------------------

a)	<input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
----	---	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b)	<input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
----	---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c)	<input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
----	--	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d)	<input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
----	------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e)	<input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
----	---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f)	<input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
----	--	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

941
Mr. T. R. Crowther
Co. Secretary
John Bright Group
Fieldhouse Mills
Rochdale, Lancs.
OL12 0AB

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL. 01 456 6200

TIMES TOP 1000 COMPANIES

Company The John Bright Group LtdAddress P.O. Box 26
Reverend
Lawes.Tel: 0706 48421Contact Name T.R. CROWTHER

Dept/Division _____

Date _____

Interview No. 1941

Reference _____

Title FINANCIAL DIRECTOR

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no \rightarrow Please go to Q.3Manufacturer FAIRCHILD
Model ARCUS
Quantity 1Manufacturer _____
Model _____
Quantity _____Manufacturer _____
Model _____
Quantity _____Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no \rightarrow Please go to Q.3Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no \rightarrow Please go to Q.6

a) They are used for

☐ Batch Computing \rightarrow see (b)
☐ Remote Batch Computing \rightarrow see (c)
☐ Interactive Time-sharing \rightarrow see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/> U.C.C.	Centrefile	for _____% of the company's total outside work
<input type="checkbox"/> S.I.A.		for _____% of the company's total outside work
<input type="checkbox"/> U.C.S.L.		for _____% of the company's total outside work
<input type="checkbox"/> I.B.M.		for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER		for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL		for _____% of the company's total outside work
<input type="checkbox"/> SCICON		for _____% of the company's total outside work
<input type="checkbox"/> CDC		for _____% of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX		for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)		for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	for _____% of the company's total outside work
<input type="checkbox"/> ADP	for _____% of the company's total outside work
<input type="checkbox"/> COMSHARE	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CRC	for _____% of the company's total outside work
<input type="checkbox"/> ATKINS	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> \geq £12,000 < £25,000
<input type="checkbox"/> \geq £1000 < £5,000	<input type="checkbox"/> \geq £25,000
<input type="checkbox"/> \geq £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="checkbox"/> Batch Computing _____% per annum growth/decline	} delete as appropriate
<input type="checkbox"/> Remote Computing _____% per annum growth/decline	
<input type="checkbox"/> Interactive timesharing _____% p.a. growth/decline	

INPUT

91C 41-62

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

749
Mr. F. Taylor
DP Manager
Lister & Co.
Manningham Mills
Bradford, Yorks. BD9 4SH

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

TIMES TOP 1000 COMPANIES

Company LISTER (B LTD)
 Address MINSHAM N1665
BEADING
WEST YORKSHIRE RD9 4SH
 Tel: 01744 42222
 Contact Name F. N. TAYLOR
 Dept/Division Computer

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3
 Manufacturer SINER (NOW ICL)
 Model SYSTEM 10
 Quantity ONE

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3
 Type of Terminal used VDT
 Quantity 5
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

516
41-42

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☐ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

917
Mr. J. K. Kirkham
DP Manager
William Pickles & Co.
101 Portland Street
Manchester M60 1EH

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

TIMES TOP 1000 COMPANIES

Company WILLIAM PICTURES COMPUTER SERVICES LTD

Address 101 PORTLAND ST
MANCHESTER
M60 1BD

Tel: 061 236 2182

Contact Name MR J R KIRKHAM

Dept/Division _____

Title _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q. 3

Manufacturer I.C.L.
Model 2903
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q. 3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q. 6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services:

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

Q 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☒☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☒☐☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

625
Mr. B. Huntington
Operations Manager
Storey Brothers & Co. Ltd
White Cross
Lancaster LA1 4XH

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company STORY BROS. CO. LTD.
 Address WHITE CROSS
LANCASTER
LANCS
 Tel: LANCASTER 65883
 Contact Name HUNTINGTON
 Dept/Division DATA PROCESSING

Title COMPUTER OPERATIONS
MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer I.C.L.
 Model 1901T
 Quantity ONE

Manufacturer X
 Model X
 Quantity X

Manufacturer X
 Model X
 Quantity X

Manufacturer X
 Model X
 Quantity X

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Contrifile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

INPUT

INP

510-21
413,
44,812

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--------------------	----------------	------------------------------------	------------------------------------

a) ☐ Engineering/Scientific ☒ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☐ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

763
Mr. G. Whawell
DP Manager
Corah
Burleys Way
Leicester LE1 9BB

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W. 1

TIMES TOP 1000 COMPANIES

Company CORAH LTD
 Address BURKES WAY
LIVERPOOL
 Tel: 20511
 Contact Name R.C. WHAWELL
 Dept/Division _____

Title D.P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no ☐ Please go to Q. 3

Manufacturer I.C.F.
 Model 2903/30
 Quantity 1

Manufacturer DIGITAL
 Model P.D.P. 11
 Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ Yes ☒ no ☐ Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ Yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

SLC 414

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.			
b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.			
c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.			
d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.			
e) <input type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.			
f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.			

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

958
Mr. J. E. Hey
DP Manager
British Mohair Spinners
PO Box 58
Midland Mills
Bradford, BD1 4RL

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

TIMES TOP 1000 COMPANIES

BRITISH MOHAIR SPINNERS LIMITED.

Company P.O. BOX 58,

Address MIDLAND MILLS,

BRADFORD BD1 4RL,

YORKSHIRE,

ENGLAND.

Tel: BRADFORD 28456

Contact Name J.E. HEY

Dept/Division

Title CASHIER

Date
Interview No. 1458
Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer BURROUGHS Manufacturer
 Model 48500 Model
 Quantity 2 Quantity

Manufacturer Manufacturer
 Model Model
 Quantity Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used Type of Terminal used
 Quantity Quantity
 Type of Terminal used Type of Terminal used
 Quantity Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for ___% of the company's total outside work
☒ BARIC for ___% of the company's total outside work
☐ CMG for ___% of the company's total outside work
☐ ADP/Management Dynamics for ___% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for ___% of the company's total outside work
☐ COMPUTEL for ___% of the company's total outside work
☐ COMPOWER for ___% of the company's total outside work
☐ IBM for ___% of the company's total outside work
☐ CDC for ___% of the company's total outside work
☐ OTHER (Specify) for ___% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for ___% of the company's total outside work
☐ S.I.A. for ___% of the company's total outside work
☐ U.C.S.L. for ___% of the company's total outside work
☐ I.B.M. for ___% of the company's total outside work
☐ COMPOWER for ___% of the company's total outside work
☐ COMPUTEL for ___% of the company's total outside work
☐ SCICON for ___% of the company's total outside work
☐ CDC for ___% of the company's total outside work
☐ LOWNDES-AJAX for ___% of the company's total outside work
☐ OTHER (Specify) for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for ___% of the company's total outside work
☐ ADP for ___% of the company's total outside work
☐ COMSHARE for ___% of the company's total outside work
☐ IBM for ___% of the company's total outside work
☐ CRC for ___% of the company's total outside work
☐ ATKINS for ___% of the company's total outside work
☐ CDC for ___% of the company's total outside work
☐ OTHER (Specify) for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☒ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing N/L % per annum growth/decline
☐ Remote Computing N/L % per annum growth/decline
☐ Interactive time-sharing N/L % p.a. growth/decline
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐
☐
☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒
☒
☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☐
☒
☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐
☐
☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒
☒
☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☒
☒
☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

837
Mr. D. Harrison
Director
Parkland Textile Holdings
Albion Mills
Greengates
Bradford, BD10 9TQ

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company PARKLAND TEXTILE HOLDINGS

Address ALBION MILLS

GREENGATES

BRADFORD, W. YORKS.

Tel: 054 611161

Contact Name DEREK M. HARRISON

Dep/Division COMPUTER

Title DIRECTOR

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer SPERRY UNIVAC
Model 90/30
Quantity ONE

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

INPUT

INF

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. Dew
DP Manager
Allied Carpets Ltd
Allied House
Lombard Street
West Bromwich
W. Midlands B70 8RL

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company Allied Carter Stores Ltd
 Address ALLIED HOUSE
LOMBARD ST
WEST BROMWICH.

Tel: 021-553-6771

Contact Name P.S.B. DEW
 Dept/Division COMPUTER DEPT

Title D.P. MANAGER.

Date 13/4/83
 Interview No. 13943
 Reference

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ No ☐ Please go to Q.3

Manufacturer D.E.C.
 Model P.D.P. 11/40
 Quantity 1

Manufacturer
 Model
 Quantity

Manufacturer
 Model
 Quantity

Manufacturer
 Model
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ Yes ☐ No ☐ Please go to Q.3

Type of Terminal used D.E.C VT 50 (V.D.)
 Quantity 6
 Type of Terminal used D.E.C LA 36
 Quantity 1

Type of Terminal used DE VTS2 (V.D.)
 Quantity 3
 Type of Terminal used
 Quantity

Q.3. Do you use external bureaux services?

☒ Yes ☐ No ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☒ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☒ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 20 % per annum growth/decline
☐ Remote Computing 0 % per annum growth/decline
☐ Interactive timesharing 30 % p.a. growth/decline
 delete as appropriate

INPUT

INP

Q. 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐

☐

☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☐

☒

☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☒

☐

☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐

☐

☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒

☐

☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☐

☒

☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

666
Mr. J. F. Lobley
DP Manager
Homfray & Co.
Riding Hall Mills
Halifax
Yorks. HX3 9XG

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company HOMERAT AND CO.
 Address RIDING HALL MILLS
HALIFAX
HX3 9XG
 Tel: HALIFAX 65722
 Contact Name S.F. LORLEY
 Dept/Division DATA PROCESSING

Title D.P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer BYRON Manufacturer _____
 Model B4771 Model _____
 Quantity 1 Quantity _____

Manufacturer _____ Manufacturer _____
 Model _____ Model _____
 Quantity _____ Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used _____ Type of Terminal used _____
 Quantity _____ Quantity _____
 Type of Terminal used _____ Type of Terminal used _____
 Quantity _____ Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.I. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☐☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel

☐☒☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☐☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐☐☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

997
Mr. R. March
DP Manager
Aquascutum & Assoc. Cos.
100 Regent Street
London W1A 2AQ

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company AQUASCUTUM LTD.
Address 100 REGENT ST.,
LONDON W1A 2AQ
Tel: 734-6090
Contact Name R. MARCH
Dept/Division BP

Date 1997
Interview No. 1997
Reference

Title BP MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no Please go to Q.3

Manufacturer IBM
Model SYSTEM/3-15
Quantity 1

Manufacturer HEWLETT PACKARD
Model 9896
Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no Please go to Q.3

Type of Terminal used Quantity
Type of Terminal used Quantity
Type of Terminal used Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no Please go to Q.6

a) They are used for ☐ Batch Computing see (b)
☐ Remote Batch Computing see (c)
☐ Interactive Time-sharing see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

☐ Centrefilo for % of the company's total outside work
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline
delete as appropriate

Q. 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☒ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☐ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

Mr. B.J. Goodall
DP Manager
Foster Bros Clothing Co. Ltd
Marshall Lake Road
Stirley
Solihull
W. Midlands

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL. 01-439 6288

442

TIMES TOP 1000 COMPANIES

Company FOSTER BROTHERS CLOTHING CO LTD
 Address MARSHALL LAKE ROAD
SHARLEY
SOLEHULL, WEST MIDLANDS

Tel: 021-744-8555

Contact Name B. J. GOODALL

Dept/Division COMPUTER

Title D.P. MANAGER

Date 15/32
 Interview No. 1532
 Reference 1532

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer HONEYWELL
 Model H2040A
 Quantity 1

Manufacturer IBM
 Model SYSTEM 3
 Quantity 1

Manufacturer
 Model
 Quantity

Manufacturer
 Model
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used VDS 11
 Quantity FOUR
 Type of Terminal used
 Quantity

Type of Terminal used
 Quantity
 Type of Terminal used
 Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing see (b)
☐ Remote Batch Computing see (c)
☐ Interactive Time-sharing see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile

☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.

☐ ADP

☐ COMSHARE

☐ IBM

☐ CRC

☐ ATKINS

☐ CDC

☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline

delete as
appropriate

SIC 2811, 2812, 2813, 2814, 2815, 2816, 2817, 2818, 2819, 2820, 2821, 2822, 2823, 2824, 2825, 2826, 2827, 2828, 2829, 2830, 2831, 2832, 2833, 2834, 2835, 2836, 2837, 2838, 2839, 2840, 2841, 2842, 2843, 2844, 2845, 2846, 2847, 2848, 2849, 2850, 2851, 2852, 2853, 2854, 2855, 2856, 2857, 2858, 2859, 2860, 2861, 2862, 2863, 2864, 2865, 2866, 2867, 2868, 2869, 2870, 2871, 2872, 2873, 2874, 2875, 2876, 2877, 2878, 2879, 2880, 2881, 2882, 2883, 2884, 2885, 2886, 2887, 2888, 2889, 2890, 2891, 2892, 2893, 2894, 2895, 2896, 2897, 2898, 2899, 2900, 2901, 2902, 2903, 2904, 2905, 2906, 2907, 2908, 2909, 2910, 2911, 2912, 2913, 2914, 2915, 2916, 2917, 2918, 2919, 2920, 2921, 2922, 2923, 2924, 2925, 2926, 2927, 2928, 2929, 2930, 2931, 2932, 2933, 2934, 2935, 2936, 2937, 2938, 2939, 2940, 2941, 2942, 2943, 2944, 2945, 2946, 2947, 2948, 2949, 2950, 2951, 2952, 2953, 2954, 2955, 2956, 2957, 2958, 2959, 2960, 2961, 2962, 2963, 2964, 2965, 2966, 2967, 2968, 2969, 2970, 2971, 2972, 2973, 2974, 2975, 2976, 2977, 2978, 2979, 2980, 2981, 2982, 2983, 2984, 2985, 2986, 2987, 2988, 2989, 2990, 2991, 2992, 2993, 2994, 2995, 2996, 2997, 2998, 2999, 3000

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.			
b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.			
c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.			
d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.			
e) <input type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.			
f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.			

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

965
Mr. G. N. Mobbs
DP Manager
Lee Cooper Group
Farringdon Avenue
Harold Hill
Romford, Essex
RM3 8TB

IMES TOP 1000 COMPANIES

Company LEE COOPER LTD

Address FARINGTON AVE

HAROLD HILL

ROMFORD ESSEX RM3 8TB

Contact Name INGREBOURNE 45517

Division C.N. MOORS

COMPUTER

Title D.P. MANAGER

Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☒ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☒ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

90 450

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. R.W. Maslyn
DP Manager
British Bata Shoe Co. Ltd
East Tilbury
Essex

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company BRITISH DATA SERVICES CO. LTD.
Address EAST TILBURY ESSEX

Tel: TEL BURY 3400

Contact Name R.W. MASLYN

Dept/Division EXP

Title S.P. MANAGER

Date 17.5.76
Interview No. 1563
Reference _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM
Model 360/50
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used MDS 6403
Quantity 3
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

INPUT

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☒☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☒☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☒☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

682
Mr. C. Player
Manager, M.I.S.
Ellis & Everard Ltd.
Lodge Way
Harlestone Road
Borthampton

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company Ellis & Everard Ltd.
 Address Lodge Way
Haslewood Rd
Borthampton

Tel: _____
 Contact Name C. PLAYER
 Dept/Division _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer RM
 Model 400
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used BACOL VDU
 Quantity 9
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

Being phased out.

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) DATASIS/WORKS

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for 100% of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☒ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing Static % per annum growth/decline
☐ Remote Computing 25 % per annum growth/decline
☐ Interactive timesharing 5 % p.a. growth/decline
 delete as appropriate

5/16 4/6 4/10

USE NOW .

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE.

9

☐

b) ☐ Production/Inventory

☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☒

7

7

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

7

7

7

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications,

☐ General Accounting/Payroll

7

□

□

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Financial Analysis and Planning

☒☐☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

THE TOP 100 COFFMANS

TURN

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company H. A. ROBERTSON (UK)
 Address GREENWELL ROAD
ELLENBERG ROSE
SOUTH WILKINSON
 Tel: 051 355 3622
 Contact Name MRS. C. MACHANT
 Dept/Division _____

Title D. P. MANAGER

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q. 6

a) They are used for

☐ Batch Computing → see (b)
☒ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☒ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☒ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive time-sharing _____% p.a. growth/decline
 delete as appropriate

769
 769
 769

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☒ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☐ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

TIMES TOP 1000 COMPANIES

Company ROYAL WORCESTER SPODE
 Address WORCESTER PORCELAIN
SEVERN STREET
WORCESTER
 Tel: WORCS. 23221
 Contact Name MR. A. REID
 Dept/Division DATA PROCESSING

Date 17/6/91
 Interview No. 17691
 Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer IBM
 Model 370/115 H02
 Quantity 1

Manufacturer
 Model
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used 3277/3286
 Quantity 12
 Type of Terminal used
 Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

640
Mr. R. Parnaby
Technical Support Manager
Redfearn National Glass
Fishergate
York, YO1 4AD

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company REDFERN NATIONAL GLASS

Address Fishergate
York YO1 4AA

Tel: _____

Contact Name R. Paraby

Dep/Division _____

Title Technical Support Mgr.

Date _____
Interview No. 1640
Reference _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer Honeywell
Model 64/20
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used Honeywell VIP
Quantity 10
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureau services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☒ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☒ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for 5% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____ % per annum growth/decline
☐ Remote Computing _____ % per annum growth/decline
☐ Interactive timesharing 10 % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

8/6/94

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☒ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☐ ☒ ☒

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

672
Mr. G. J. Brand
DP Manager
Bison Group Ltd.
Thorney Lane
Iver, Bucks.

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Date 16/12
Interview No. 1672
Reference

Company Bison Group Ltd
Address THORNLEY LANE
IVER BUCKS
SL0 9HQ
Tel: 1492 652909
Contact Name Mr G.S. BARNES
Dept/Division

Title Data Processing Manager

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no ☐ Please go to Q.3

Manufacturer HONEYWELL
Model LEVEL 64/20
Quantity ONE

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ Yes ☐ no ☐ Please go to Q.3

Type of Terminal used VIP 7001
Quantity FIVE
Type of Terminal used IBM 31
Quantity THREE

Type of Terminal used
Quantity
Type of Terminal used
Quantity

Q.3. Do you use external bureaux services?

☐ Yes ☒ No ☐ Please go to Q.6

a) They are used for

☐ Batch Computing see (b)
☐ Remote Batch Computing see (c)
☐ Interactive Time-sharing see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--	----------------	------------------------------------	------------------------------------

a) ☐ Engineering/Scientific

<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

717
Mr. S. Boulton
M.I.S. Director
Carborundum Co.
Trafford Park
Manchester M17 1HP

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company The Cambridge Co. Ltd.
 Address TRAFFORD PARK ROAD
TRAFFORD PARK
MANCHESTER
 Tel: 061-872-2351
 Contact Name G. C. HODGKES
 Dep/Division MES COMPUTER CONTROL

Date 17/7
 Interview No. 1717
 Reference 1717

Title COMPUTER CENTRE MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM
 Model 3105
 Quantity 1

Manufacturer IBM
 Model 3105
 Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used ITT 3280
 Quantity 23
 Type of Terminal used IBM 3105
 Quantity 10

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for ___% of the company's total outside work
☐ BARIC for ___% of the company's total outside work
☐ CMG for ___% of the company's total outside work
☐ ADP/Management Dynamics for ___% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for ___% of the company's total outside work
☐ COMPUTEL for ___% of the company's total outside work
☐ COMPOWER for ___% of the company's total outside work
☐ IBM for ___% of the company's total outside work
☐ CDC for ___% of the company's total outside work
☐ OTHER (Specify) for ___% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

☐ Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ___% per annum growth/decline
☐ Remote Computing ___% per annum growth/decline
☐ Interactive timesharing ___% p.a. growth/decline
 delete as appropriate

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

☐ Engineering/Scientific

□ □ □

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

	Production/Inventory
b)	<input checked="" type="checkbox"/>

☐ ☒ ☒

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐ ☒ ☒

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

[illegible]

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☐ ☒ ☒

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

100

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

LEADER

500 CHESHAM HOUSE, 150 REGENT ST. LONDON W.1

TIMES TOP 1000 COMPANIES

Company MINCONCRETE HOLDINGS LTD.
Address MINCONCRETE HOUSE
ORCHARD HILL
LITTLE BILLING, NORTHAMPTON.
Tel: 890681
Contact Name _____
Dept/Division _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer I.B.M.
Model SYSTEM 3 MODEL 15B
Quantity _____
Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 8

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £5,000 < £12,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☐ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☐ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

675
Mr. D. Byron-Lewis
Financial Controller
Christie-Tyler
Brynmenyn
Bridgend
Glamorgan CF32 9LN

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company CHARLES-TYLER LIMITED
Address DEVONSHIRE
BRISTOL
Tel: 0654 731367
Contact Name D BROWN LEWIS
Dept/Division _____

Date _____
Interview No. 1635
Reference _____
Title CREW FINANCIAL
CONTROLLER

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer _____ Model _____ Quantity _____	Manufacturer _____ Model _____ Quantity _____
---	---

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used _____ Quantity _____	Type of Terminal used _____ Quantity _____
---	---

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

<input checked="" type="checkbox"/> Batch Computing	→ see (b)
<input checked="" type="checkbox"/> Remote Batch Computing	→ see (c)
<input type="checkbox"/> Interactive Time-sharing	→ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasolve	for _____% of the company's total outside work
<input checked="" type="checkbox"/> BARIC	for <u>5</u> % of the company's total outside work
<input type="checkbox"/> CMG	for _____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input checked="" type="checkbox"/> OTHER (Specify) <u>COSEL CARDIFF</u>	for <u>85</u> % of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/> Centrefile	for _____% of the company's total outside work
<input type="checkbox"/> U.C.C.	for _____% of the company's total outside work
<input type="checkbox"/> S.I.A.	for _____% of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for _____% of the company's total outside work
<input type="checkbox"/> I.B.M.	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> SCICON	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify) <u>COSEL CARDIFF</u>	for <u>10</u> % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	for _____% of the company's total outside work
<input type="checkbox"/> ADP	for _____% of the company's total outside work
<input type="checkbox"/> COMSHARE	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CRC	for _____% of the company's total outside work
<input type="checkbox"/> ATKINS	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input checked="" type="checkbox"/> ≥ £5,000 < £12,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="checkbox"/> Batch Computing	_____ % per annum growth/decline	} delete as appropriate
<input type="checkbox"/> Remote Computing	_____ % per annum growth/decline	
<input type="checkbox"/> Interactive Time-sharing	_____ % per annum growth/decline	

INI

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☒☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel

☐☒☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☐☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes

☐ no

887
Mr. R. Southgate
DP Manager
Gomme Holdings
Spring Gardens
High Wycombe
Bucks. HP13 7AD

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company De Gomme Holdings Ltd
 Address PO Box 27
HIGH WYCOMBE
BUCKS HP13 7AD
 Tel: HIGH WYCOMBE 26250
 Contact Name R. SOUTHWATE
 Dept/Division DATA PROCESSING

Date 1887
 Interview No. 1887
 Reference

Title D.P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM
 Model 370/125
 Quantity 1

Manufacturer
 Model
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used VDA (3270)
 Quantity 5
 Type of Terminal used
 Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for ___% of the company's total outside work
☐ BARIC for ___% of the company's total outside work
☐ CMG for ___% of the company's total outside work
☐ ADP/Management Dynamics for ___% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for ___% of the company's total outside work
☐ COMPUTEL for ___% of the company's total outside work
☐ COMPOWER for ___% of the company's total outside work
☐ IBM for ___% of the company's total outside work
☐ CDC for ___% of the company's total outside work
☐ OTHER (Specify) for ___% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centreline
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ___% per annum growth/decline
☐ Remote Computing ___% per annum growth/decline
☐ Interactive timesharing ___% p.a. growth/decline
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ yes ☒ no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

9-890
Project Office
Furniture Ltd
Hamlet Green
Haverhill
Suffolk

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company PROJECT OFFICE
Address FURNITURE LTD.
Hamlet Green
Haselwell Suffolk

Tel: _____
Contact Name _____ Title _____
Dept/Division _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q. 3
Manufacturer DIGITAL
Model pdp 8e
Quantity ONE

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q. 3
Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q. 6

a) They are used for
☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☐ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

TIMES TOP 1000 COMPANIES ☒ Yes ☐ No

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

976
Mr. M. J. Bartlett
DP Manager
Crown Cork Co.
Apexes Works
Southall, Middx.

900 474

TIMES TOP 1000 COMPANIES

Company THE CROWN CO. LTD.
Address SCOTTS ROAD,
SOUTHALL,
MIDDLEX.

Tel: 01-574 2468

Contact Name MR. M.J. BARTLETT
Dept/Division COMPUTER DEPT.

Title D.P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer I.C.L.
Model SYSTEM 10
Quantity ONE

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☒ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☒ ADP/Management Dynamics for 100% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) _____

INPUT

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) _____

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) _____

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☒ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 0% per annum growth/decline
☒ Remote Computing 0% per annum growth/decline
☒ Interactive timesharing 0% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION
USE NOW
WILL USE MORE
IN FUTURE
WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

652
Mr. D. Eaton
DP Manager
British Tissues
Brent House
214 Kenton Road
Harrow, Middx.
HA3 8BS

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 0288

TIMES TOP 1000 COMPANIES

Company BRITISH TISSUES LTD
 Address BRENT HOUSE
214 KENTON ROAD
HARROW MIDDLE
 Tel: 01-907-4311
 Contact Name D.S. EATON
 Dept/Division _____

Date _____
 Interview No. 1652
 Reference _____

Title D.P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer HONEYWELL
 Model H1200
 Quantity ONE

Manufacturer DIGITAL
 Model PDP 11/40
 Quantity ONE

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used DIGITAL LA36
 Quantity 15
 Type of Terminal used DIGITAL LS120
 Quantity 2

Type of Terminal used DIGITAL VTSD
 Quantity FIVE
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☒ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☒ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing 10% p.a. growth/decline
 delete as appropriate

INPUT

1875

721

A SURVEY OF THE

THE TOP 100 COMPANIES

WILL USE MORE

USE NOW

APPLICATION

**WILL USE LESS
IN FUTURE**

WILL USE MORE

USE NOW

APPLICATION

2) ☐ Engineering/Scientific

☒☐☐

Typical Applications include: Chemical/Petrochemical Engineering

b) ☐ Production/Inventory

☐☒☐

Typical Applications include: Production control

Marketing/Sales

☒☐☐

Typical Applications include: Sales Forecasting, Mark

d) ☐ Personnel

☐☒☐

Typical Applications include: Manpower Management

☐ General Accounting/Payroll

☒☐☐

Typical Applications include: Payroll, Transactions

f) ☐ Financial Analysis and

☐☐☐

Typical Applications include: Cash Flow forecasts

Thank you for your cooperation in filling in the

A summary of the Data provided by companies

THE

5000 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company STAR PAPER LIMITED
 Address FENISCONLES
BRACKBURN
LANCS
 Tel: (0254) 22011
 Contact Name M. BURGESS
 Dept/Division COMPUTER

Date 7/74
 Interview No. 774
 Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer NCR
 Model CENTURY 75
 Quantity 1

Manufacturer FERRANTI
 Model ARC405 600
 Quantity 1

Manufacturer MEABUREX
 Model 2000
 Quantity 4

Manufacturer
 Model
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used
 Quantity
 Type of Terminal used
 Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel

☐☒☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☐☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

722

Mr. P. S. Butterick
Co. Secretary
MacMillan Bloedel Containers
24-30 King Street
Watford, Herts.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company MacMillan Bloedel Containers Limited

Address 24/30 KING STREET, WATFORD, Herts., WD1 8BP

Tel: _____

Contact Name P.S. BUTTERICK

Dept/Division AL PLANTS

Director and Secretary
Title _____

Date 17/22
Interview No. 1722
Reference _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer PHILIPS
Model P 352
Quantity 3

Manufacturer PHILIPS
Model P 352 3 deck cassette & Rem Printer
Quantity 3

Manufacturer PHILIPS
Model P 354 3 deck cassette & Rem Printer
Quantity 1

Manufacturer PHILIPS
Model P 353 3 deck cassette & Rem Printer
Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

916482

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.			
b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.			
c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.			
d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.			
e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Payroll, Transaction and Customer Accounts, Costing; etc.			
f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.			

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

736
Mr. C. W. Ainsworth
Computer Dept. Manager
St. Regis International
Burwell
Cambridge, CB5 0AJ

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL. 01 430 0000

TIMES TOP 1000 COMPANIES

Company ST REGIS INTERNATIONAL LTD
 Address BIRKENHEAD
CAMBS.

Tel: _____
 Contact Name C. ANSWORTH
 Dept/Division COMPUTER

Title Manager

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no ☐ Please go to Q.3

Manufacturer IBM
 Model SYS 3 MODEL 12
 Quantity _____

Manufacturer IBM
 Model SYS 3 MODEL 8
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ Yes ☐ no ☐ Please go to Q.3

Type of Terminal used 3741-2
 Quantity 7
 Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ Yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☒ Honeywell I.S. for 10 % of the company's total outside work
☐ ADP for _____% of the company's total outside work
☒ COMSHARE for 9.12 % of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☒ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing 12 % p.a. growth/decline
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input checked="" type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input checked="" type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. D. Shepherd
Computer Operations Manager
Daily Telegraph
79 Farringdon Street
London EC4

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company THE ONLY TELEGRAPH
Address 79, FARRINGTON ST
LONDON ECH

Tel: 353-4242

Contact Name D. SHEPHERD

Dept/Division COMPUTER

Title OPS. MANAGER

Date 1506
Interview No. 1506
Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer N.C.R.
Model CENTURY 100
Quantity 1

Manufacturer SPERRY UNIVAC
Model 90/30
Quantity 1

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used
Quantity
Type of Terminal used
Quantity

Type of Terminal used
Quantity
Type of Terminal used
Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing see (b)
☐ Remote Batch Computing see (c)
☐ Interactive Time-sharing see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ CEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline
delete as appropriate

INPUT

IN

91C 485,480

Q.6. Finally, please check these applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

735

Mr. D. H. Todd
Computer Manager
D. C. Thomson & Co.
Courier Buildings
Albert Square
Dundee, DD1 9QJ

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TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

INPUT

TIMES TOP 1000 COMPANIES

Company D.C. THOMSON & CO. LTD
Address COURIER BUILDINGS
ALBERT SQ.
DUNDEE DD1 9QT.
Tel: 0382 23131
Contact Name DEREK M. TODD
Dept/Division COMPUTER

Date _____
Interview No. 1735
Reference _____

Title COMPUTER MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no \rightarrow Please go to Q.3

Manufacturer <u>NCR</u>	Manufacturer <u>PHILIPS</u>
Model <u>8200</u>	Model <u>P 358C + P150 + P125</u>
Quantity <u>1 + 6 796 101</u>	Quantity <u>3</u>
Manufacturer _____	Manufacturer _____
Model _____	Model _____
Quantity _____	Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no \rightarrow Please go to Q.3

Type of Terminal used _____	Type of Terminal used _____
Quantity _____	Quantity _____
Type of Terminal used _____	Type of Terminal used _____
Quantity _____	Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no \rightarrow Please go to Q.6

a) They are used for

<input type="checkbox"/> Batch Computing	\rightarrow see (b)
<input type="checkbox"/> Remote Batch Computing	\rightarrow see (c)
<input type="checkbox"/> Interactive Time-sharing	\rightarrow see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Dataclave	for _____% of the company's total outside work
<input type="checkbox"/> BARIC	for _____% of the company's total outside work
<input type="checkbox"/> CMG	for _____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/> U.C.C.	for _____% of the company's total outside work
<input type="checkbox"/> S.I.A.	for _____% of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for _____% of the company's total outside work
<input type="checkbox"/> I.B.M.	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> SCICON	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	for _____% of the company's total outside work
<input type="checkbox"/> ADP	for _____% of the company's total outside work
<input type="checkbox"/> COMSHARE	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CRC	for _____% of the company's total outside work
<input type="checkbox"/> ATKINS	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> \geq £12,000 < £25,000
<input type="checkbox"/> \geq £1000 < £5,000	<input type="checkbox"/> \geq £25,000
<input type="checkbox"/> \geq £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="checkbox"/> Batch Computing _____% per annum growth/decline	delete as appropriate
<input type="checkbox"/> Remote Computing _____% per annum growth/decline	
<input type="checkbox"/> Interactive timesharing _____% p.a. growth/decline	

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

	<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--	--------------------	----------------	------------------------------------	------------------------------------

a) <input type="checkbox"/>	Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
-----------------------------	------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/>	Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
-----------------------------	----------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/>	Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
-----------------------------	-----------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/>	Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
-----------------------------	-----------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/>	General Accounting/Payroll	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
-----------------------------	----------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/>	Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
-----------------------------	---------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL. 01 400 0000

United Newspapers,
23-27 Tudor Street,
London EC4Y 0HR.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Date _____
Interview No. 1575
Reference _____

Company United Newspapers,
Address 23-27 Tudor Street,
London EC4Y 0HR.

Name: _____
 Contact Name: _____
 Dept/Division: _____
 Title: _____

1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer _____ Model _____ Quantity _____	Manufacturer _____ Model _____ Quantity _____
---	---

_____ Manufacturer _____
 _____ Model _____
 _____ Quantity _____

2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used _____	Type of Terminal used _____
Quantity _____	Quantity _____
Type of Terminal used _____	Type of Terminal used _____
Quantity _____	Quantity _____

1.3. Do you use external bureau services?

☐ yes ☒ no \longrightarrow Please go to Q.6

They are used for

<input type="checkbox"/>	Batch Computing	→ see (b)
<input type="checkbox"/>	Remote Batch Computing	→ see (c)
<input type="checkbox"/>	Interactive Time-sharing	→ see (d)

g) We use the following bureaux for Batch Services:

<input type="checkbox"/>	BOC Datasolve	for _____% of the company's total outside work
<input type="checkbox"/>	BARIC	for _____% of the company's total outside work
<input type="checkbox"/>	CMG	for _____% of the company's total outside work
<input type="checkbox"/>	ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/>	GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/>	COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/>	COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/>	I&M	for _____% of the company's total outside work
<input type="checkbox"/>	CDC	for _____% of the company's total outside work
<input type="checkbox"/>	OTHER (Specify)	for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/>	Centrefile	for _____% of the company's total outside work
<input type="checkbox"/>	U.C.C.	for _____% of the company's total outside work
<input type="checkbox"/>	S.I.A.	for _____% of the company's total outside work
<input type="checkbox"/>	U.C.S.L	for _____% of the company's total outside work
<input type="checkbox"/>	I.B.M.	for _____% of the company's total outside work
<input type="checkbox"/>	COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/>	COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/>	SCICON	for _____% of the company's total outside work
<input type="checkbox"/>	CDC	for _____% of the company's total outside work
<input type="checkbox"/>	LOWNDES-AJAX	for _____% of the company's total outside work
<input type="checkbox"/>	OTHER (Specify)	for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/>	Honeywell U.S.	for ____% of the company's total outside work
<input type="checkbox"/>	ADP	for ____% of the company's total outside work
<input type="checkbox"/>	COMSHARE	for ____% of the company's total outside work
<input type="checkbox"/>	IBM	for ____% of the company's total outside work
<input type="checkbox"/>	CRC	for ____% of the company's total outside work
<input type="checkbox"/>	ATKINS	for ____% of the company's total outside work
<input type="checkbox"/>	CDC	for ____% of the company's total outside work
<input type="checkbox"/>	OTHER (Specify)	for ____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> $< £1000$	<input type="checkbox"/> $\geq £12,000 < £25,000$
<input type="checkbox"/> $\geq £1000 < £5,000$	<input type="checkbox"/> $\geq £25,000$
<input type="checkbox"/> $\geq £5,000 < £12,000$	

2.5. What is the growth pattern that you foresee in the usage of each service category by your company?

⑤ Batch Computing _____ % per annum growth/decline
 ⑥ Remote Computing _____ % per annum growth/decline
 ⑦ Interactive timesharing _____ % p.a. growth/decline

} deletes
 } appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

708
Mr. M. R. Thorne
DP Manager
Reader's Digest Assoc.
7-10 Old Bailey
London EC99 1AA

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6283

TIMES TOP 1000 COMPANIES

Company THE CENTRE DIGEST ASSOC LTD
Address 7-10 OLD BATHURST
EC9N 1AA

Tel: 01-236 1070
Contact Name M. R. THORNE
Dept/Division COMPUTER SERVICES

Date
Interview No. 1708
Reference

Title MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer TBM
Model 360/65
Quantity 1

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used
Quantity
Type of Terminal used
Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☒ Remote Batch Computing ☐ see (c)
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for ___% of the company's total outside work
☐ BARIC for ___% of the company's total outside work
☐ CMG for ___% of the company's total outside work
☐ ADP/Management Dynamics for ___% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for ___% of the company's total outside work
☐ COMPUTEL for ___% of the company's total outside work
☐ COMPOWER for ___% of the company's total outside work
☐ IBM for ___% of the company's total outside work
☐ CDC for ___% of the company's total outside work
☐ OTHER (Specify) for ___% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for ___% of the company's total outside work
☐ S.I.A. for ___% of the company's total outside work
☐ U.C.S.L. for ___% of the company's total outside work
☐ I.B.M. for ___% of the company's total outside work
☐ COMPOWER for ___% of the company's total outside work
☐ COMPUTEL for ___% of the company's total outside work
☐ SCICON for ___% of the company's total outside work
☒ CDC for ___% of the company's total outside work
☐ LOWNDES-AJAX for ___% of the company's total outside work
☐ OTHER (Specify) for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for ___% of the company's total outside work
☐ ADP for ___% of the company's total outside work
☒ COMSHARE for ___% of the company's total outside work
☐ IBM for ___% of the company's total outside work
☐ CRC for ___% of the company's total outside work
☐ ATKINS for ___% of the company's total outside work
☐ CDC for ___% of the company's total outside work
☒ OTHER (Specify) CSS for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☒ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £5,000 < £12,000
☐ ≥ £5,000 < £12,000 ☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ___% per annum growth/decline
☐ Remote Computing ___% per annum growth/decline
☐ Interactive timesharing 15% p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--	----------------	------------------------------------	------------------------------------

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☒☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☒☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☒☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☒☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☒☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

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TIMES TOP 1000 COMPANIES

881
Mr. M. Rothman
DP Manager
Assoc. Book Publishers
Northway
Andover, Hants.
SP10 5BE

TIMES TOP 1000 COMPANIES

Company ASSOCIATED BOOK PUBLISHERS LTD
Address AVIATH WAY
ANDOVER HANTS
SP16 5UE
Tel: ANDOVER 62141
Contact Name DR MTD ROTHMAN
Dept/Division DATA PROCESSING

Interview No. 1581
Reference

Title DP MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer NCR Model CENTURY 201 Quantity

Manufacturer Model Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used DELTA 5500 Quantity 23

Type of Terminal used Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ Remote Batch Computing ☐ Interactive Time-sharing

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve ☐ BARIC ☐ CMG ☐ ADP/Management Dynamics ☐ GEEST/Cambridge Comp. Service ☐ COMPUTEL ☐ COMPOWER ☐ IBM ☐ CDC ☐ OTHER (Specify)

for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

Centrefile

☐ U.C.C. ☐ S.I.A. ☐ U.C.S.L. ☐ I.B.M. ☐ COMPOWER ☐ COMPUTEL ☐ SCICON ☐ CDC ☐ LOWNDES-AJAX ☐ OTHER (Specify)

for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.

☐ ADP ☐ COMSHARE ☐ IBM ☐ CRC ☐ ATKINS ☐ CDC ☐ OTHER (Specify)

for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☒☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☒☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☒☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐☐☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

Marshall Morgan & Scott Publications Ltd
1 Bath Street
London EC1

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INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company WARD LOWE LTD
 Address Unit 14 Trident Industrial Estate
PRINCE ROAD
HODDESDON Herts
 Tel: Hoddeston 42033
 Contact Name R.A. Woolf
 Dept/Division _____

Date 1 July 1989
 Interview No. 4-619
 Reference _____

Title Director & Administrator
Director

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer Criminwell
 Model Microson
 Quantity One

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

INPUT

INI

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--	----------------	------------------------------------	------------------------------------

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☒ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☒ ☐ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. A. Perrett
MIS & DP Manager
McCorquodale Security Printers Ltd
McCorquodale House
Telford Road
Basingstoke
Hampshire RG21 2YA

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company MICROLOGIQUE SECURITY PRINTERS LTD
Address PO BOX 66, TELEFORD RD
BA5 1445 TOKE
R921 2YA

Tel: 0256-65811

Contact Name A.J. PERRETT

Dept/Division _____

Title MIS & DP MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM
Model SYSTEM 3 / MODEL 12
Quantity ONE

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used IBM 3277
Quantity TWO
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☒ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☒ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☒ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing 50% p.a. growth/~~decline~~
delete as appropriate

INPUT

IN

2.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☐ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

739
Mr. J. Coward
Manager Mgt. Services
John Waddington
Waddington Printing Works
Wakefield Road
Leeds, LS10 3TP

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INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL. 01-439 6288

TIMES TOP 1000 COMPANIES

Company BOYD WASHINGTON LTD.
 Address 40, WAKEFIELD RD.
LEEDS LS10 3TP
 Tel: LEEDS 712244 EXT 231
 Contact Name J. H. CONRAD
 Dept/Division MANAGEMENT SERVICES

Title MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer ICL PHILIPS 350
 Model 1901T 350
 Quantity 1 1

Manufacturer DATAPoint DATAPoint
 Model 5500 6600
 Quantity 1 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used ICL 7502
 Quantity 1
 Type of Terminal used 1
 Quantity 1

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
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 for ___% of the company's total outside work
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 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ___% per annum growth/decline
☐ Remote Computing ___% per annum growth/decline
☐ Interactive timesharing ___% p.a. growth/decline
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☐☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ yes ☐ no

1000
Mr. D. Luckins
Chief Accountant
R. H. Cole
7-15 Lansdowne Road
Croydon, Surrey
CR9 2HB

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TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

51-
46, 21, 367

TIMES TOP 1000 COMPANIES

Company RH COLLE LTD - GROUP
Address 7-15 KANSDONNE ROAD
CROYDON
SURREY
Tel: 01- 656-4411
Contact Name D.H.J. LUKKIN'S
Dept/Division GROUP CHIEF ACCT.

Date _____
Interview No. 11000
Reference _____

Title _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer DIGICO Manufacturer _____
Model MICRO 16E Model _____
Quantity TWO Quantity _____

Manufacturer _____ Manufacturer _____
Model _____ Model _____
Quantity _____ Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used _____ Type of Terminal used _____
Quantity _____ Quantity _____
Type of Terminal used _____ Type of Terminal used _____
Quantity _____ Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Contrifile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input checked="" type="checkbox"/> Personnel	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

935
Mr. D. C. Robins
Co. Secretary
Bett Bros.
9 Cox Street
Downfield
Dundee

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INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Date
Interview No. 1935
Reference

Company BEST BROTHERS LTD.
Address 9 COX STREET
DUNDEE.

Tel: 0352-84191
Contact Name L. WATZMOCK
Dept/Division

Title GROUP ACCOUNTANT

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer <u> </u>	Manufacturer <u> </u>
Model <u> </u>	Model <u> </u>
Quantity <u> </u>	Quantity <u> </u>
Manufacturer <u> </u>	Manufacturer <u> </u>
Model <u> </u>	Model <u> </u>
Quantity <u> </u>	Quantity <u> </u>

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used <u> </u>	Type of Terminal used <u> </u>
Quantity <u> </u>	Quantity <u> </u>
Type of Terminal used <u> </u>	Type of Terminal used <u> </u>
Quantity <u> </u>	Quantity <u> </u>

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

<input checked="" type="checkbox"/> Batch Computing	→ see (b)
<input type="checkbox"/> Remote Batch Computing	→ see (c)
<input type="checkbox"/> Interactive Time-sharing	→ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Dataolve	for <u> </u> % of the company's total outside work
<input type="checkbox"/> BARIC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CMG	for <u> </u> % of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for <u> </u> % of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPUTEL	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPOWER	for <u> </u> % of the company's total outside work
<input type="checkbox"/> IBM	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CDC	for <u> </u> % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/> U.C.C.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> S.I.A.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> I.B.M.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPOWER	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPUTEL	for <u> </u> % of the company's total outside work
<input type="checkbox"/> SCICON	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CDC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for <u> </u> % of the company's total outside work
<input type="checkbox"/> OTHER (Specify) <u> </u>	for <u> </u> % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> ADP	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMSHARE	for <u> </u> % of the company's total outside work
<input type="checkbox"/> IBM	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CRC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> ATKINS	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CDC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> OTHER (Specify) <u> </u>	for <u> </u> % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input checked="" type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input checked="" type="radio"/> Batch Computing	→ <u> </u> % per annum growth/decline
<input type="radio"/> Remote Computing	→ <u> </u> % per annum growth/decline
<input type="radio"/> Interactive time-sharing	→ <u> </u> % p.a. growth/decline

delete as appropriate

Q.5. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐☐☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes

☐ no

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

982
Mr. N. J. Hall
Chief Accountant
Burnett & Hallamshire Holdings
119 Psalter Lane
Sheffield, S11 8YS

510 505, 10,

TIMES TOP 1000 COMPANIES

Company Burnett & Kallamshide Holdings Ltd.
Address 119, Psalter Lane
Sheffield

Tel: 0742 57444

Contact Name N. J. Hall

Dept/Division _____

Title Chief Accountant

Interview No. 1982
Reference _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer IBM
Model System 32
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

INPUT

IN

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

500

1588

6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--------------------	----------------	------------------------------------	------------------------------------

<input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

<input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Commercial Control, Management Reports etc.

<input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

<input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

<input type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

<input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

R.G. Carter(Holdings)
9 High Road,
Drayton,
Norwich NR8 6AH.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Date _____
Interview No. 1588
Reference _____

Company R. G. Carter (Holdings)
Address 9 High Road,
Drayton,
Norwich NR8 6AH.
Tel: _____
Contact Name _____
Dept/Division _____

Title _____

2.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer _____ Model _____ Quantity _____	Manufacturer _____ Model _____ Quantity _____
Manufacturer _____ Model _____ Quantity _____	Manufacturer _____ Model _____ Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used _____ Quantity _____	Type of Terminal used _____ Quantity _____
Type of Terminal used _____ Quantity _____	Type of Terminal used _____ Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

<input type="checkbox"/> Batch Computing	→ see (b)
<input type="checkbox"/> Remote Batch Computing	→ see (c)
<input type="checkbox"/> Interactive Time-sharing	→ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasolve	for _____% of the company's total outside work
<input type="checkbox"/> BARIC	for _____% of the company's total outside work
<input type="checkbox"/> CMG	for _____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/> Centrefile	for _____% of the company's total outside work
<input type="checkbox"/> U.C.C.	for _____% of the company's total outside work
<input type="checkbox"/> S.I.A.	for _____% of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for _____% of the company's total outside work
<input type="checkbox"/> I.B.M.	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> SCICON	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	for _____% of the company's total outside work
<input type="checkbox"/> ADP	for _____% of the company's total outside work
<input type="checkbox"/> COMSHARE	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CRC	for _____% of the company's total outside work
<input type="checkbox"/> ATKINS	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="checkbox"/> Batch Computing	_____ % per annum growth/decline
<input type="checkbox"/> Remote Computing	_____ % per annum growth/decline
<input type="checkbox"/> Interactive timesharing	_____ % p.a. growth/decline

TIMES TOP 1000 COMPANIES

Company CONDOR INTERNATIONAL LTD
Address KINGSTON HILL
WINDHUSTON

Tel: 922222

Contact Name N. BARTLEY

Dept/Division GROUP ACCOUNTS (FINANCE DIVISION)

Title _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer BULLBOARDS
Model B 800
Quantity 1

Manufacturer BULLBOARDS
Model B 732
Quantity 2

Manufacturer BULLBOARDS
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no ☐ Please go to Q.3

Type of Terminal used TC 5000
Quantity 2
Type of Terminal used TD 230 VDU's
Quantity 6

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☒ Batch Computing ☐ Remote Batch Computing ☐ Interactive Time-sharing
see (b) see (c) see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☒ OTHER (Specify) MDL (P.A. 2044)

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
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for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☒ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ☐ Remote Computing ☐ Interactive timesharing
delete as appropriate

INPUT

INI

1.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

i) <input type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

j) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

k) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

l) <input type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

m) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

n) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

738
Mr. I. McPherson
DP Manager
Derek Crouch
(Contractors)
Eye
Peterborough, PE6 7UW

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company Deltek Chevrolet Corp.
 Address THE LAKES
EYE
Peterborough
 Tel: 0223341
 Contact Name Mr. I. McPherson
 Dept/Division COMPUTER

Date 1738
 Interview No. 1738
 Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer UNIVAC
 Model 90/30
 Quantity 1

Manufacturer
 Model
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used UTS 400 ON-LINE Type of Terminal used
 Quantity 3 Quantity

Type of Terminal used SHARED 4301 OFF-LINE Type of Terminal used
 Quantity 4 Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing
☐ Remote Batch Computing
☐ Interactive Time-sharing

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

890
Mr. E. Fuller
DP Manager
Datawest Ltd.
Horton Road
Colnbrook
Nr. Slough
Berks. SL3 0BE

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company DATATEST LIMITED
Address HORTON ROAD
GOLNAROOK
SLOUCH SL30BE
Tel: COLNAROOK 4904
Contact Name A. J. CAPP
Dept/Division MARKETING DEPT

Title MARKETING MANAGER

Date 1899
Interview No. 1899
Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer UNITVAC
Model 90/30
Quantity ONE

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used
Quantity
Type of Terminal used
Quantity

Intend to start late 1978.

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 8

a) They are used for

☒ Batch Computing ☐ Remote Batch Computing ☐ Interactive Time-sharing

☐ see (b) ☐ see (c) ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work
for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ___% per annum growth/decline
☐ Remote Computing ___% per annum growth/decline
☐ Interactive timesharing ___% p.a. growth/decline

delete as appropriate

INPUT

INI

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☒☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes

☐ no

876

Mr. M. Hill
DP Manager
IDC Group Ltd.
Timothy Bridge Road
Stratford on Avon
Warwicks.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company IBC GROUP LTD.
Address TIMINGS BRIDGE ROAD,
STAFFORD STON AVOY.
WARWICKSHIRE CV37 9NQ.
Tel: 0789 - 4255
Contact Name M.T. HILL
Dept/Division DEPARTMENT

Title D.P. MANAGER.

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM
Model SYSTEM 3 MODEL 12
Quantity ONE

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☒ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datacube
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☒ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

INPUT

IN

2.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

796
Mr. W. Munns
DP Manager
Walter Lawrence
Lawrence House
Sun Street
Sawbridgeworth, Herts.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company WALTER LAWRENCE LIMITED
 Address LAWRENCE HOUSE, SUN STREET
SHERIDAN'S MILL GARDEN
LANCASHIRE, HERTS
 Tel: SLIPS STONEFOOT 725001
 Contact Name N. L. MUMFORD
 Dept/Division _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer Kienzle
 Model 6000 VRC
 Quantity ONE

Manufacturer NCR
 Model 299 VRC
 Quantity ONE

Manufacturer WANG
 Model 2200
 Quantity ONE

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.8

a) They are used for

☒ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☒ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for 100% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☒ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 5.0 % per annum growth/decline
☐ Remote Computing 5.0 % per annum growth/decline
☐ Interactive timesharing 5.0 % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

Mr. R.F. Skehan
DP Manager
Mears Bros Holdings Ltd
Dorcan House
Dorcan Way
Swindon
Wilts

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company MEARS BROS HOLDINGS LTD.
Address DORCAN HOUSE
DORCAN WAY
SUNDON, WILTSHIRE

Tel: 0793 4011
Contact Name R.F. SKEHAN
Dept/Division _____

Title D.P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer HONEYWELL
Model 62/40
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used VIATRON
Quantity 5
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☒ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☒ OTHER (Specify) LOWNDES-AJAX

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☒ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 25 % per annum growth/decline
☐ Remote Computing _____ % per annum growth/decline N/C delete as appropriate
☐ Interactive timesharing _____ % p.a. growth/decline N/C

INPUT

INP

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☐ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

844
Mr. G. MacDonald
Co. Secretary
Melville Dundas & Wilson
21 Blythwood Square
Glasgow, G2 4AT

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company HELVILLE BUNDS & WHITEHEAD LTD
Address 21 Birchwood Square
Glasgow G2 4AT

Tel: 041-448-2631
Contact Name G.R. Macdonald
Dept/Division K/A
Title Finance Director

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☒ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) Clarendon Bank

for _____% of the company's total outside work
for 42.5% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for 73% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☒ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

INPUT

INF

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐☐

4

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

☐ General Accounting/Payroll☒☒

4

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc

f) ☐ Financial Analysis and Planning

☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

LEADER

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company KIT TRANSIST INTERNATIONALAddress 20/411 HENRIETTA LANELONDON EC2P 2EQTel: 01-247-6500Contact Name A. BRADYDept/Division D.P.Title DEPT.

Q.1. Does your company have its own in-house computers?

☒ yes☐ no

Please go to Q.3

Manufacturer	<u>IBM</u>
Model	<u>System 3/10</u>
Quantity	<u>1</u>

Manufacturer	
Model	
Quantity	

Manufacturer	
Model	
Quantity	

Manufacturer	
Model	
Quantity	

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes☒ no

Please go to Q.3

Type of Terminal used		Type of Terminal used	
Quantity		Quantity	
Type of Terminal used		Type of Terminal used	
Quantity		Quantity	

Q.3. Do you use external bureaux services?

☐ yes☒ no

Please go to Q.6

a) They are used for

<input type="checkbox"/> Batch Computing	→ see (b)
<input type="checkbox"/> Remote Batch Computing	→ see (c)
<input type="checkbox"/> Interactive Time-sharing	→ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datastore	for ___% of the company's total outside work
<input type="checkbox"/> BARIC	for ___% of the company's total outside work
<input type="checkbox"/> CMG	for ___% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for ___% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for ___% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for ___% of the company's total outside work
<input type="checkbox"/> COMPOWER	for ___% of the company's total outside work
<input type="checkbox"/> IBM	for ___% of the company's total outside work
<input type="checkbox"/> CDC	for ___% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for ___% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile	for ___% of the company's total outside work
<input type="checkbox"/> U.C.C.	for ___% of the company's total outside work
<input type="checkbox"/> S.I.A.	for ___% of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for ___% of the company's total outside work
<input type="checkbox"/> I.B.M.	for ___% of the company's total outside work
<input type="checkbox"/> COMPOWER	for ___% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for ___% of the company's total outside work
<input type="checkbox"/> SCICON	for ___% of the company's total outside work
<input type="checkbox"/> CDC	for ___% of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for ___% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.	for ___% of the company's total outside work
<input type="checkbox"/> ADP	for ___% of the company's total outside work
<input type="checkbox"/> COMSHARE	for ___% of the company's total outside work
<input type="checkbox"/> IBM	for ___% of the company's total outside work
<input type="checkbox"/> CRC	for ___% of the company's total outside work
<input type="checkbox"/> ATKINS	for ___% of the company's total outside work
<input type="checkbox"/> CDC	for ___% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="checkbox"/> Batch Computing	___% per annum growth/decline	} delete as appropriate
<input type="checkbox"/> Remote Computing	___% per annum growth/decline	
<input type="checkbox"/> Interactive timesharing	___% p.a. growth/decline	

1.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--------------------	----------------	------------------------------------	------------------------------------

<input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

<input checked="" type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

<input checked="" type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

<input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

<input checked="" type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

<input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

793
Mr. R. L. Pickering
DP Manager
Wagon Industrial Holdings
Imperial House
Bourneville Lane
Birmingham B30 1QZ

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company Wagon Industrial Holdings
 Address Imperial House
Barnesville Lane
BIRMINGHAM B30 1QZ

Tel:

Contact Name R.L. PICKERING

Dep/Division _____

Title DP MANAGER

Date _____
 Interview No. 1793
 Reference _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer ICL
 Model 2903/20
 Quantity one

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 100% per annum growth/decline
☐ Remote Computing ?% per annum growth/decline
☐ Interactive timesharing ?% p.a. growth/decline

delete as
appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

☐ b) **Production/Inventory**

☐☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

☐ Marketing/Sales☐☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel

☒☒☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

☒ General Accounting/Payroll☒☒

□

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc

☒ Financial Analysis and Planning☐

四

☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

TR

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☐☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐☐☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr C. Ryder
John Swire & Sons Ltd
Regis House
43-46 King William Street
London EC4R 9BE

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company John Swire & Sons Ltd.
 Address Regis House
43-46 King William St.
London EC4R 0EE

Tel: _____
 Contact Name _____ Title _____
 Dept/Division _____

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q. 6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

Mr. R. Hills
Projects Manager
United Baltic Corporation Ltd
24-26 Baltic Street
London EC1Y 0TB

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company UNITED BOLTIC CORPORATION LTD
Address 24/26 BARNES ST
LONDON SW14 0TB

Tel: 01 253 3456
Contact Name J. ASHLEY
Dept/Division LINEAR MANUFACTURERS

Title _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer DATA GENERAL
Model NOVA 3
Quantity 5

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for ☐ Batch Computing ☐ Remote Batch Computing ☐ Interactive Time-sharing ☐ see (b) ☐ see (c) ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve ☐ BOC of the company's total outside work
☐ BARIC ☐ of the company's total outside work
☐ CMG ☐ of the company's total outside work
☐ ADP/Management Dynamics ☐ of the company's total outside work
☐ GEEST/Cambridge Comp. Service ☐ of the company's total outside work
☐ COMPUTEL ☐ of the company's total outside work
☐ COMPOWER ☐ of the company's total outside work
☐ IBM ☐ of the company's total outside work
☐ CDC ☐ of the company's total outside work
☐ OTHER (Specify) ☐ of the company's total outside work

INPUT

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c) We use the following bureaux for Remote Batch Services

Centrefile ☐ U.C.C. ☐ S.I.A. ☐ U.C.S.L. ☐ I.B.M. ☐ COMPOWER ☐ COMPUTEL ☐ SCICON ☐ CDC ☐ LOWNDES-AJAX ☐ OTHER (Specify) ☐

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S. ☐ ADP ☐ COMSHARE ☐ IBM ☐ CRC ☐ ATKINS ☐ CDC ☐ OTHER (Specify) ☐

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☐ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

606
Mr. K. Mulholland
Systems and Programming Manager
Cosmos Tours
Cosmos House
1 Bromley Common
Bromley
Kent

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

Company Cosmos Air Holiday Ltd.
Address Cosmos House
1 Bromley Common,
Bromley, Kent.

Tel: 01-464 3444 (Ext 37)
Contact Name Mr K Mulholland
Dept/Division Computer Dept

TITLE SYSTEMS AND PROGRAMMING MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q. 3

Manufacturer	ICL
Model	1901T
Quantity	1

Manufacturer	
Model	
Quantity	

Manufacturer	
Model	
Quantity	

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q. 3

Type of Terminal used	_____	Type of Terminal used	_____
Quantity	_____	Quantity	_____
Type of Terminal used	_____	Type of Terminal used	_____
Quantity	_____	Quantity	_____

Q.3. Do you use external bureaux services?

a) They are used for ☒ yes ☐ no → Please go to Q. 6

Batch Computing	<input checked="" type="checkbox"/>	see (b)
Remote Batch Computing	<input type="checkbox"/>	see (c)
Interactive Time-sharing	<input type="checkbox"/>	see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datavolve	for _____% of the company's total outside work
<input type="checkbox"/> BARIC	for _____% of the company's total outside work
<input type="checkbox"/> CMG	for _____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input checked="" type="checkbox"/> OTHER (Specify)	for 0-5% of the company's total outside work

St. James Press

TRIZ

c) We use the following bureaux for Remote Batch Services

Centrefile	for ____% of the company's total outside work
<input type="checkbox"/> U.C.C.	for ____% of the company's total outside work
<input type="checkbox"/> S.I.A.	for ____% of the company's total outside work
<input type="checkbox"/> U.C.S.L	for ____% of the company's total outside work
<input type="checkbox"/> I.B.M.	for ____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for ____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for ____% of the company's total outside work
<input type="checkbox"/> SCICON	for ____% of the company's total outside work
<input type="checkbox"/> CDC	for ____% of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for ____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for ____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/>	Honeywell U.S.	for _____% of the company's total outside work
<input type="checkbox"/>	ADP	for _____% of the company's total outside work
<input type="checkbox"/>	COMSHARE	for _____% of the company's total outside work
<input type="checkbox"/>	IBM	for _____% of the company's total outside work
<input type="checkbox"/>	CRC	for _____% of the company's total outside work
<input type="checkbox"/>	ATKINS	for _____% of the company's total outside work
<input type="checkbox"/>	CDC	for _____% of the company's total outside work
<input type="checkbox"/>	OTHER (Specify)	for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input checked="" type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing 5 % per annum growth/~~decrease~~
- Remote Computing 100 % per annum growth/~~decrease~~
- Interactive timesharing 100 % p.a. growth/~~decrease~~

3.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

☐ Engineering/Scientific☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

9

☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

(f) ☐ Personnel

☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐

4

4

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

THE

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

102

TIMES TOP 1000 COMPANIES

Company L.E.P. Group,
Sunlight Wharf,
 Address Upper Thames Street,
London EC4P 4AD

Tel: _____
 Contact Name _____ Title _____
 Dept/Division _____

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q. 6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile

☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.

☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

(a) ☐ Engineering/Scientific

☐
☐
☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

(b) ☐ Production/Inventory

☐
☐
☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

(c) ☐ Marketing/Sales

☐
☐
☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

(d) ☐ Personnel

☐
☒
☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

(e) ☐ General Accounting/Payroll

☒
☒
☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

(f) ☐ Financial Analysis and Planning

☐
☒
☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

734

Mr. R. Hutchison
Chief Accountant
James Finlay & Son
10-14 West Nile Street
Glasgow, Scotland

SIC 81,80

TIMES TOP 1000 COMPANIES

Company JAMES DUNN & CO LIMITED
 Address 10/14 WEST NINE STREET
GLASGOW G1 3PP

Tel: 041-304 1331
 Contact Name Mr R. HUTCHISON
 Dept/Division _____

Title GROUP ACCOUNTANT

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer IBM
 Model 3354
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

N.A.

5-1

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

7

7

☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

7

7

7

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

4

7

□

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐☐☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

TDZN

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company HAYS COMPUTER SERVICES LTD.

Address ST. OLAF HOUSE

TOOLEY STREET

LONDON S.E.1.

Tel: 01-407-7101

Contact Name D.A. SPURWELL

Dept/Division _____

Title GENERAL MANAGER

Date _____
Interview No. 1565
Reference _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer U.C.C. Model 1902 A Quantity 1

Manufacturer _____ Model _____ Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used 7502 Quantity 1

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ Remote Batch Computing ☐ Interactive Time-sharing

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve ☐ BARIC ☐ CMG ☐ ADP/Management Dynamics ☐ GEEST/Cambridge Comp. Service ☐ COMPUTEL ☐ COMPOWER ☐ IBM ☐ CDC ☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

Centrefile ☐ U.C.C. ☐ S.I.A. ☐ U.C.S.L. ☐ I.B.M. ☐ COMPOWER ☐ COMPUTEL ☐ SCICON ☐ CDC ☐ LOWNDES-AJAX ☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. ☐ ADP ☐ COMSHARE ☐ IBM ☐ CRC ☐ ATKINS ☐ CDC ☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

647
Mr. R. M. Tyrrell
Systems & Audit Manager
Armour Foods (UK)
193 St. John Street
London EC1

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company ARMOUR FOODS (UK) LTD
Address 193 ST JOHN ST.
LONDON EC1 1EP.

Tel: 01-253-8400

Contact Name R.H. TYRAEL

Dept/Division SYSTEMS & ADVT.

Title _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer VENTEK Dataprint 2000
Model _____
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used VENTEK
Quantity 1
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for
☒ Batch Computing ☐ see (b)
☒ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) Centrefile for 1% of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services:

☒ Centrefile
☐ U.C.C.
☐ S.I.A.
☒ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for 1% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☒ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 5% per annum growth/decline
☐ Remote Computing 5% per annum growth/decline
☐ Interactive timesharing 5% per annum growth/decline
delete as appropriate

INPUT

750 80

WILL USE LESS
IN FUTURE

1

☐☐

4

☐☐

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company LOWDES & BARKES LTD
 Address 29 St. Nicholas Road
LEAMINGDON
LEICESTERSHIRE
 Tel: (01676) 80351
 Contact Name A. LOWD
 Dept/Division SECRETARY

Date 1977
 Interview No. 1777
 Reference 1777

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer Manufacturer
 Model Model
 Quantity Quantity

Manufacturer Manufacturer
 Model Model
 Quantity Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used Type of Terminal used
 Quantity Quantity
 Type of Terminal used Type of Terminal used
 Quantity Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q. 6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☒ CDC for 95 % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☒ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☐ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☐ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

724
Mr. A. D. Harpin
Co. Secretary
Batleys of Yorkshire
977 Leeds Road
Huddersfield, Yorks.
HD2 1UN

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company BATCHELORS OF YORKSHIRE LTD
 Address 977 LEEDS ROAD
HADDERSFIELD
HD2 1UN
 Tel: HADDERSFIELD 44211
 Contact Name AD HARRIN
 Dept/Division _____

Title COMPANY SECRETARY

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer NCL
 Model 399
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADF/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

INPUT

INI

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--------------------	----------------	------------------------------------	------------------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

De Pass Rionda,
58 Borough High Street,
London SE1 1XF.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-470 6288

TIMES TOP 1000 COMPANIES

Company De Pass Rionda
 Address 58 Borough High Street,
London SE1 1XF.

Tel: _____
 Contact Name _____
 Dept/Division _____

Title _____

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q. 6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile

☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.

☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

☐ Production/Inventory

☐☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Material Control, Management Reports etc.

☐ Marketing/Sales

☐☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

☐ General Accounting/Payroll

☐☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

☐ Financial Analysis and Planning

☐☐☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

J.E. England and Sons,
(Wellington),
Mansell Road,
Wellington,
Shropshire TF1 1EQ.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6286

TIMES TOP 1000 COMPANIES

Company J E England and Sons,
 Address (Wellington)
Mansell Road,
Wellington, Shropshire.

Tel: _____
 Contact Name _____ Title _____
 Dept/Division _____

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--	----------------	------------------------------------	------------------------------------

a) ☐ Engineering/Scientific

☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☐ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐ ☐ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ yes ☐ no

993
Mr. Welch
Accountant
Glass, Glover Group
Fruit Market
Chesser Avenue
Edinburgh EH14 1PS

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company Glass Glover Group
Address Fruit Market
Chesser Avenue
EDINBURGH EH4 1BS

Tel: _____
Contact Name Mr. Welch Title Accountant
Dept/Division _____

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no ☐ Please go to Q.3

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no ☐ Please go to Q.3

Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for
☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.T.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

INF

516 810

6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
<input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.			
<input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.			
<input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.			
<input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.			
<input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.			
<input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.			

906
Mr. K. Bramley
Co. Secretary
Macpherson Train & Co.
69-85 Old Street
London EC1V 9JD

A SURVEY OF THE TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

Thank you for your cooperation in filling in this questionnaire.
summary of the Data provided by companies in your category will be shortly available. May we send it to you?

TIMES TOP 1000 COMPANIES

Company Macpherson, Train & Co. Limited.

Address 69 - 85 Old Street,
London EC1V 9JD

Tel: 01 - 253 - 9311

Contact Name K.R. Bramley

Dept/Division _____

Title Company Secretary

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q. 6

a) They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☒ BOC Datasolve for 32% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.T.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☒ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 12% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

[illegible]

a) ☐ Engineering/Scientific

□ □ □

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

100

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

□ □ □

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

100

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

111

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

□ □ □

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

TRINITY

1500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

Mr. P. Grant
J.E. Sanger
Phoenix House
11 Wellesley Road
Croydon CR9 2BG

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

TIMES TOP 1000 COMPANIES

Company J E SANGER LTD
Address PHOENIX HOUSE
11 WELLESLEY ROAD
CROYDON
Tel: 01-680-1177
Contact Name P. J. GRANT
Dept/Division _____

Title _____

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q. 6

a) They are used for
☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

INPUT

INI

c) We use the following bureaux for Remote Batch Services

Centrefila
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

	<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a)	<input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b)	<input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
----	--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c)	<input checked="" type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
----	---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d)	<input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
----	------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e)	<input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
----	--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f)	<input checked="" type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
----	---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

<input checked="" type="checkbox"/> yes	<input type="checkbox"/> no
---	-----------------------------

849
Mr. P. Harris
DP Manager
Towers & Co.
Canterbury House
1-4 Giltspur Street
London EC1

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company TOWERS P & CO LTD
Address 1-4 GILTSPUR STREET
LONDON EC1

Tel: 01-248 7112
Contact Name P.D. HARRIS
Dept/Division DATA PROCESSING

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer IBM
Model SYSTEM 3 / MODEL 8
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

INPUT

INF

c) We use the following bureaux for Remote Batch Services:

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

2.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.			
b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.			
c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.			
d) <input type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.			
e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.			
f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.			

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

973
Mr. W. Blair
Computer Manager
Tullis Russel & Co.
Rothesfield
Markinch
Fife, Scotland

910 80

TIMES TOP 1000 COMPANIES

Company Times Russell & Co Ltd.
 Address MARTINACH
FIFE
SCOTLAND
 Tel: GLENGROTHES 753311
 Contact Name D. BARR
 Dept/Division _____

Date _____
 Interview No. 1993
 Reference _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer I.C.L. 2800
 Model 58 2904
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used ICL 7502
 Quantity 1 WITH 3 x 7501 VD505.

Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

18715

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE

☐

9

A SURVEY OF THE



9



TIMES TOP 100 COMPANIES

☐

9

9

d) ☒ Personnel

☒☒☐☒ General Accounting/Payroll☒☒☐

f)	<input checked="" type="checkbox"/>	Financial Analysis and Planning
----	-------------------------------------	---------------------------------

☒☒

□

Thank you for your cooperation in filling in this questionnaire.

TURN

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

☒ yes ☐ no

c) We use the following bureaux for Remote Batch Services:

TIMES TOP 1000 COMPANIES

Company CALTEX (U.K.) LTD.
 Address 30 OLD BURLINGTON STREET
LONDON. W1X 3AR
 Tel: 01-437-9876 x. 282
 Contact Name MRS. P.A. WRIGHT
 Dept/Division COMPUTER SERVICES

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer I.B.M.
 Model S/3 Model 152
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

INPUT

INP

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☐☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☐☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐☐☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes☐ No

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. W. Saunders
Data Processing Manager
Courts (Furnishers) Ltd
4th Floor
Crown House
Morden
Surrey SM4 5ED

TIMES TOP 1000 COMPANIES

Company LEWIS FURNITURE LTD.
Address 4th Floor Crown House
London
SW1A 1AA

Tel: 01-570-4591
Contact Name M. SANDERS
Dep/Division COMPUTER DEPT.

Title D.P. Manager

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer H.C.R.
Model CAUTION 8570
Quantity ONE

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing YES → see (b)
☐ Remote Batch Computing NO → see (c)
☐ Interactive Time-sharing NO → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☒ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for 10% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☒ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☒ Remote Computing _____% per annum growth/decline
☐ Interactive Time-sharing _____% p.a. growth/decline

delete as appropriate

96 8/12

WILL USE LESS

 ω/Δ
$$\frac{1}{2}A$$

N/A

 $\frac{A}{2}$ ☐

□

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ yes ☒ no

☒ no

12345

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company FUERST DAY LAWSON LTD.
Address 1, LEADENHALL SQUARE
LONDON, E-6 3
Tel: 01-626 7773
Contact Name C. Pyle
Dept/Division FX 29

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer _____ Model _____ Quantity _____	Manufacturer _____ Model _____ Quantity _____
---	---

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used _____ Quantity _____	Type of Terminal used _____ Quantity _____
---	---

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q. 6

a) They are used for

<input type="checkbox"/> Batch Computing	→ see (b)
<input type="checkbox"/> Remote Batch Computing	→ see (c)
<input type="checkbox"/> Interactive Time-sharing	→ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datacube	for _____ % of the company's total outside work
<input type="checkbox"/> BARIC	for _____ % of the company's total outside work
<input type="checkbox"/> CMG	for _____ % of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____ % of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____ % of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____ % of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____ % of the company's total outside work
<input type="checkbox"/> IBM	for _____ % of the company's total outside work
<input type="checkbox"/> CDC	for _____ % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____ % of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

Centrefile	for _____ % of the company's total outside work
<input type="checkbox"/> U.C.C.	for _____ % of the company's total outside work
<input type="checkbox"/> S.I.A.	for _____ % of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for _____ % of the company's total outside work
<input type="checkbox"/> I.B.M.	for _____ % of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____ % of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____ % of the company's total outside work
<input type="checkbox"/> SCICON	for _____ % of the company's total outside work
<input type="checkbox"/> CDC	for _____ % of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for _____ % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____ % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	for _____ % of the company's total outside work
<input type="checkbox"/> ADP	for _____ % of the company's total outside work
<input type="checkbox"/> COMSHARE	for _____ % of the company's total outside work
<input type="checkbox"/> IBM	for _____ % of the company's total outside work
<input type="checkbox"/> CRC	for _____ % of the company's total outside work
<input type="checkbox"/> ATKINS	for _____ % of the company's total outside work
<input type="checkbox"/> CDC	for _____ % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____ % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing _____ % per annum growth/decline
- Remote Computing _____ % per annum growth/decline
- Interactive timesharing _____ % p.a. growth/decline

delete as appropriate

INI

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☒

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☐ ☐ ☒

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☐ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☒ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

596
Mr. P.J. Washington
Group Ops Manager
Hardy & co.
112/114 High Street
Croydon
Surrey

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company BOC Data 66 (Honeywell) Ltd
 Address 121-121 White Street
2204000
London
 Tel: 01-686 4422
 Contact Name P. J. WASHINGTON
 Dept/Division Computer

Title OPERATIONS MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer HONEYWELL
 Model 66/05
 Quantity 1

Manufacturer HONEYWELL
 Model 66/05
 Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used I.T.T. 3310
 Quantity 1
 Type of Terminal used I.T.T. 3310
 Quantity 1

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

INPUT

INF

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☒ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work
 for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ \leq £1000 ☐ \geq £12,000 < £25,000
☒ \geq £1000 < £5,000 ☐ \geq £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ___% per annum growth/decline
☐ Remote Computing ___% per annum growth/decline
☐ Interactive timesharing ___% p.a. growth/decline

delete as appropriate

916 812

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

741
Mr. W. D. Musgrove
Managing Director
Robert Horne & Co.
Huntsman House
Mansion Close
Northampton, NN3 1LA

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TIMES TOP 1000 COMPANIES

INPUT

300 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company ROBERT HORNE & CO. LTD.
 Address HUNSMAN HOUSE,
MANZION CLOSE,
ACOLTON PARK, NORTHAMPTON
 Tel: 195333
 Contact Name M. D. MUSGRONE
 Dept/Division —

2.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer <u> </u>	Manufacturer <u> </u>
Model <u> </u>	Model <u> </u>
Quantity <u> </u>	Quantity <u> </u>

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used <u> </u>	Type of Terminal used <u> </u>
Quantity <u> </u>	Quantity <u> </u>
Type of Terminal used <u> </u>	Type of Terminal used <u> </u>
Quantity <u> </u>	Quantity <u> </u>

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

<input type="checkbox"/> Batch Computing	<input type="checkbox"/> see (b)
<input type="checkbox"/> Remote Batch Computing	<input type="checkbox"/> see (c)
<input type="checkbox"/> Interactive Time-sharing	<input type="checkbox"/> see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasolve	for <u> </u> % of the company's total outside work
<input type="checkbox"/> BARIC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CMG	for <u> </u> % of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for <u> </u> % of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPUTEL	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPOWER	for <u> </u> % of the company's total outside work
<input type="checkbox"/> IBM	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CDC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for <u> </u> % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/> Centrefile	for <u> </u> % of the company's total outside work
<input type="checkbox"/> U.C.C.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> S.I.A.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> I.B.M.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPOWER	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPUTEL	for <u> </u> % of the company's total outside work
<input type="checkbox"/> SCICON	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CDC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for <u> </u> % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for <u> </u> % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> ADP	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMSHARE	for <u> </u> % of the company's total outside work
<input type="checkbox"/> IBM	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CRC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> ATKINS	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CDC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for <u> </u> % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="checkbox"/> Batch Computing <u> </u> % per annum growth/decline	} delete as appropriate
<input type="checkbox"/> Remote Computing <u> </u> % per annum growth/decline	
<input type="checkbox"/> Interactive timesharing <u> </u> % p.a. growth/decline	

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☒☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☒☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. Alty
DP Manager
Barker & Dobson Ltd
Whitefield Road
Liverpool 6

5/8 820

152

TIMES TOP 1000 COMPANIES

Company BARKER & DOBSON LTD
 Address WHITFIELD ROAD
LIVERPOOL
L6 5DJ
 Tel: 051-263-9111
 Contact Name MR. D. ALTY
 Dept/Division COMPUTER

Date
 Interview No. LS23
 Reference
 Title COMPUTER MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer ICL 19023
 Model
 Quantity 1

Manufacturer
 Model
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used 7181
 Quantity 10
 Type of Terminal used
 Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for
 Batch Computing see (b)
 Remote Batch Computing see (c)
 Interactive Time-sharing see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline
 delete as appropriate

INPUT

INF

94 820

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) ☒ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☐☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☐☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☒☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☒☐☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ Yes ☐ No

Mr. R. E. Cowell
DP Manager
Lennons Group
Corporation Street
St. Helens
Merseyside

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company LENNONS GROUP LIMITED
Address HEAD OFFICE
COMMERCIAL STREET,
ST. HELENS,
Merseyside,
Contact Name MR. R.E. OWEN
Dept/Division _____

Date _____
Interview No. IS11
Reference _____

Title MANAGEMENT ACCOUNTANT

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer W.C.P.
Model CENTURY 75
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) _____

INPUT

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) _____

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) _____

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

42820

614
Mr. R. F. Barrett
Computer Manager
Wm Low & Co. Ltd
P.O. Box 73
Baird Avenue
Dryborough Industrial Estate
Dundee DD1 9NF

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TIMES TOP 1000 COMPANIES

APPLICATION
USE NOW
WILL USE MORE
IN FUTURE
WILL USE LESS
IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☒ ☐ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ yes ☐ no

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company Wm. Low 6 Co. Ltd.
 Address P.O. Box 73
BRIND AVENUE
DRYBURGH INDUSTRIAL ESTATE, DUNDEE, DD1 9NF.
 Tel: 814022
 Contact Name MR. R. F. BARRETT
 Dept/Division _____

Date _____
 Interview No. 1644
 Reference _____

Title COMPUTER MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer I.C.L.
 Model 1902A
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureau services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for
☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARRIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) _____ for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) _____ for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) _____ for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £5,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

INPUT

028
015

WILL USE LESS
IN FUTURE

☐☐☐☐☐☐

☐ yes ☒ no

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TIMES TOP 1000 COMPANIES

1950

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company DUNWINS WINE GROUP
 Address 35 PARK ROAD
CHISLEHURST
KENT
 Tel: 01 468 7941
 Contact Name J. BENNETT
 Dept/Division COMPUTER

Date _____
 Interview No. 1853
 Reference _____

Title D. P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no ☐ Please go to Q. 3

Manufacturer DEC Manufacturer _____
 Model 11/34 Model _____
 Quantity 1 Quantity _____
 Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ Yes ☐ no ☐ Please go to Q. 3

Type of Terminal used DEC LAB Type of Terminal used _____
 Quantity _____ Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ Yes ☒ no ☐ Please go to Q. 6

a) They are used for
☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) _____ for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) _____ for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) _____ for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

INPUT

INPUT

821
515

WILL USE LESS
IN FUTURE

☐☐☐☐

☒ yes ☐ no

687 Mr. J. L. McGrath
DP Manager
Austin Reed Group
Post Office Box 2
Station Road
Thirsk
N. Yorks.

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

TURN

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

Interview No. 160 F
Reference

Title DP MANAGER

☒ yes ☐ no **→ Please go to Q.3**

Manufacturer _____	Manufacturer _____
Model _____	Model _____
Quantity _____	Quantity _____

☐ yes ☒ no → Please go to Q.3

Type of Terminal used _____	Type of Terminal used _____
Quantity _____	Quantity _____
Type of Terminal used _____	Type of Terminal used _____
Quantity _____	Quantity _____

☐ yes ☒ no → Please go to Q.6

a) They are used for

<input type="checkbox"/>	Batch Computing	→ see (b)
<input type="checkbox"/>	Remote Batch Computing	→ see (c)
<input type="checkbox"/>	Interactive Time-sharing	→ see (d)

<input type="checkbox"/>	BOC Datasolve	for _____% of the company's total outside work
<input type="checkbox"/>	BARIC	for _____% of the company's total outside work
<input type="checkbox"/>	CMG	for _____% of the company's total outside work
<input type="checkbox"/>	ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/>	GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/>	COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/>	COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/>	IBM	for _____% of the company's total outside work
<input type="checkbox"/>	CDC	for _____% of the company's total outside work
<input type="checkbox"/>	OTHER (Specify)	for _____% of the company's total outside work

Turn

d) We use the following bureaux for Interactive Time Sharing Services:

[illegible]

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> $< £1000$	<input type="checkbox"/> $\geq £12,000 < £25,000$
<input type="checkbox"/> $\geq £1000 < £5,000$	<input type="checkbox"/> $\geq £25,000$
<input type="checkbox"/> $\geq £5,000 < £12,000$	

2.5. What is the growth pattern that you foresee in the usage of each service category by your company?

a Batch Computing _____ % per annum growth/decline
 b Remote Computing _____ % per annum growth/decline
 c Interactive timesharing _____ % p.a. growth/decline

delete as appropriate

855

Mr. R. Taylor,
Grp. Controller Finance
James Beattie
71-78 Victoria Street
Wolverhampton
Staffs.

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
1. <i>Use of the Internet</i>	100	100	100
2. <i>Use of mobile devices</i>	100	100	100
3. <i>Use of social media</i>	100	100	100
4. <i>Use of cloud computing</i>	100	100	100
5. <i>Use of big data</i>	100	100	100
6. <i>Use of artificial intelligence</i>	100	100	100
7. <i>Use of blockchain</i>	100	100	100
8. <i>Use of quantum computing</i>	100	100	100
9. <i>Use of nanotechnology</i>	100	100	100
10. <i>Use of biotechnology</i>	100	100	100
11. <i>Use of space technology</i>	100	100	100
12. <i>Use of renewable energy</i>	100	100	100
13. <i>Use of sustainable agriculture</i>	100	100	100
14. <i>Use of smart cities</i>	100	100	100
15. <i>Use of autonomous vehicles</i>	100	100	100
16. <i>Use of robotics</i>	100	100	100
17. <i>Use of 3D printing</i>	100	100	100
18. <i>Use of nanomedicine</i>	100	100	100
19. <i>Use of personalized medicine</i>	100	100	100
20. <i>Use of regenerative medicine</i>	100	100	100
21. <i>Use of gene editing</i>	100	100	100
22. <i>Use of synthetic biology</i>	100	100	100
23. <i>Use of bioinformatics</i>	100	100	100
24. <i>Use of computational biology</i>	100	100	100
25. <i>Use of systems biology</i>	100	100	100
26. <i>Use of network medicine</i>	100	100	100
27. <i>Use of precision medicine</i>	100	100	100
28. <i>Use of digital health</i>	100	100	100
29. <i>Use of telemedicine</i>	100	100	100
30. <i>Use of virtual reality</i>	100	100	100
31. <i>Use of augmented reality</i>	100	100	100
32. <i>Use of mixed reality</i>	100	100	100
33. <i>Use of extended reality</i>	100	100	100
34. <i>Use of virtual worlds</i>	100	100	100
35. <i>Use of virtual reality training</i>	100	100	100
36. <i>Use of virtual reality education</i>	100	100	100
37. <i>Use of virtual reality healthcare</i>	100	100	100
38. <i>Use of virtual reality entertainment</i>	100	100	100
39. <i>Use of virtual reality marketing</i>	100	100	100
40. <i>Use of virtual reality advertising</i>	100	100	100
41. <i>Use of virtual reality retail</i>	100	100	100
42. <i>Use of virtual reality travel</i>	100	100	100
43. <i>Use of virtual reality tourism</i>	100	100	100
44. <i>Use of virtual reality real estate</i>	100	100	100
45. <i>Use of virtual reality construction</i>	100	100	100
46. <i>Use of virtual reality manufacturing</i>	100	100	100
47. <i>Use of virtual reality logistics</i>	100	100	100
48. <i>Use of virtual reality supply chain</i>	100	100	100
49. <i>Use of virtual reality procurement</i>	100	100	100
50. <i>Use of virtual reality sales</i>	100	100	100
51. <i>Use of virtual reality customer service</i>	100	100	100
52. <i>Use of virtual reality support</i>	100	100	100
53. <i>Use of virtual reality training</i>	100	100	100
54. <i>Use of virtual reality education</i>	100	100	100
55. <i>Use of virtual reality healthcare</i>	100	100	100
56. <i>Use of virtual reality entertainment</i>	100	100	100
57. <i>Use of virtual reality marketing</i>	100	100	100
58. <i>Use of virtual reality advertising</i>	100	100	100
59. <i>Use of virtual reality retail</i>	100	100	100
60. <i>Use of virtual reality travel</i>	100	100	100
61. <i>Use of virtual reality tourism</i>	100	100	100
62. <i>Use of virtual reality real estate</i>	100	100	100
63. <i>Use of virtual reality construction</i>	100	100	100
64. <i>Use of virtual reality manufacturing</i>	100	100	100
65. <i>Use of virtual reality logistics</i>	100	100	100
66. <i>Use of virtual reality supply chain</i>	100	100	100
67. <i>Use of virtual reality procurement</i>	100	100	100
68. <i>Use of virtual reality sales</i>	100	100	100
69. <i>Use of virtual reality customer service</i>	100	100	100
70. <i>Use of virtual reality support</i>	100	100	100

3) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

9

7

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales



Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒

7

☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f)	<input checked="" type="checkbox"/>	Financial Analysis and Planning
----	-------------------------------------	---------------------------------

7

力

☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

THE

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company JAMES BEATTIE LTD
 Address 71/78 VICTORIA STREET
WOLVERHAMPTON WV13 0QZ,
WEST MIDLANDS

Tel: WOLVERHAMPTON 22311
 Contact Name R.S. TAYLOR
 Dept/Division _____

Title GROUP CONTROLLER FINANCE

Date _____
 Interview No. 1855
 Reference _____

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer DEC.
 Model PDP 11/40
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used VDU
 Quantity _____
 Type of Terminal used teletype
 Quantity 2

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

INPUT

INPUT

128
715

WILL USE LESS
IN FUTURE

☐

□

9

9

☐☒ yes

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company Bentley Limited
 Address Wood St.
Kirkcaldy upon Tynes
546-1001
 Tel: 546-1001
 Contact Name Gr. D. Davis
 Dept/Division Management Services

Title Managing Director

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer NCR Can't use as specified by original
 Model CONQUEST 75 LAURENCE & K.
 Quantity ONE 84-80

Manufacturer PHILIPS
 Model P.320 (VRS)
 Quantity ONE

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no ☐ Please go to Q.3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☒ Batch Computing ☐ Remote Batch Computing ☐ Interactive Time-sharing
 see (b) see (c) see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

☒ Centrefile

☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☒ OTHER (Specify) NCR
London
DATA CENTRE

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.

☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☒ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☒ Remote Computing 95% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate
6mm 2 yls.

INF

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input checked="" type="checkbox"/> Personnel	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

857
Mr. G. Mathison
DP Manager
Fenwick
Northumberland St.
Newcastle upon Tyne

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6283

Interview No. 1857
Reference _____

Title DATA PROCESSING MANUAL

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer I.C.L.
Model 2903/34
Quantity Q.V.E.

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____

Type of Terminal used _____
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

<input type="checkbox"/>	Batch Computing	→	see (b)
<input type="checkbox"/>	Remote Batch Computing	→	see (c)
<input type="checkbox"/>	Interactive Time-sharing	→	see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/>	BOC Datasolve	for _____% of the company's total outside work
<input type="checkbox"/>	BARIC	for _____% of the company's total outside work
<input type="checkbox"/>	CMG	for _____% of the company's total outside work
<input type="checkbox"/>	ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/>	GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/>	COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/>	COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/>	IBM	for _____% of the company's total outside work
<input type="checkbox"/>	CDC	for _____% of the company's total outside work
<input type="checkbox"/>	OTHER (Specify)	for _____% of the company's total outside work

INPUT

for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

[illegible]

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> $< \text{£}1000$	<input type="checkbox"/> $\geq \text{£}12,000 < \text{£}25,000$
<input type="checkbox"/> $\geq \text{£}1000 < \text{£}5,000$	<input type="checkbox"/> $\geq \text{£}25,000$
<input type="checkbox"/> $\geq \text{£}5,000 < \text{£}12,000$	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing _____ % per annum growth/decline
- Remote Computing _____ % per annum growth/decline
- Interactive timesharing _____ % p.a. growth/decline

} delete as appropriate

TIMES TOP 1000 COMPANIES

Company MASINT DESIGNS LTD.
 Address HITHERCROFT ROAD,
WALLINGFORD, OXON.
OX10 9EU
 Tel: WALLINGFORD 35000
 Contact Name P.D. LANGDON.
 Dept/Division GROUP DATA PROCESSING

Title GROUP D.P.M.

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no \rightarrow Please go to Q. 3

Manufacturer BULLDOUGHS
 Model B1726
 Quantity 1

Manufacturer BULLDOUGHS
 Model B876
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no \rightarrow Please go to Q. 3

Type of Terminal used BULLDOUGHS B866
 Quantity 1
 Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no \rightarrow Please go to Q. 6

a) They are used for

☒ Batch Computing \rightarrow see (b)
☐ Remote Batch Computing \rightarrow see (c)
☐ Interactive Time-sharing \rightarrow see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolive
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☒ OTHER (Specify) NCR

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrafile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☒ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 100 % per annum stable/decline
☐ Remote Computing _____ % per annum growth/decline
☐ Interactive time-sharing _____ % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--	----------------	------------------------------------	------------------------------------

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☒☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☒☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☒☐☒

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☒☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☒☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes☐ no

677
Mr. K. Bridgfoot
DP Manager
Sony UK Ltd.
219 Bath Road
Slough, Berks.
SL1 4AS

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

TIMES TOP 1000 COMPANIES

Company SONY (U.K.) LIMITED
Address 219 Bath Road,
SLOUGH Berks.
Tel: Slough 34611
Contact Name K. Bridgefoot
Dept/Division E.D.P.

Date 16/77
Interview No. 1677
Reference

Title D.P. Manager

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer IBM
Model 370/125
Quantity

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used 4
Quantity 3741
Type of Terminal used 3775
Quantity 1

Type of Terminal used
Quantity
Type of Terminal used
Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 8

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline
delete as appropriate

INPUT

INP

50 821

2.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

696
Mr. T. Jones
Computer Manager
Surridge Dawson Ltd.
74-76 Chapelton Street
Manchester

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

TIMES TOP 1000 COMPANIES

Company SURREIDGE DAWSON LTD
 Address 74-76 CHATEL TOWN STREET
MANCHESTER

Tel: 061-273-4030

Contact Name LT JONES

Dep/Division COMPUTER

Title COMPUTER MANAGER

Date 16/10/86
 Interview No. 1696
 Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q. 3

Manufacturer BURROUGHS
 Model 61726
 Quantity 1

Manufacturer
 Model
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q. 3

Type of Terminal used
 Quantity

Type of Terminal used
 Quantity

Type of Terminal used
 Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q. 6

a) They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☒ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for 5 % of the company's total outside work
 for 5 % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☒ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 5 % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % per annum growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

INPUT

Mr. A.K. Godbehery
DP Manager
Telefusion
Telefusion House
Preston New Road
Blackpool FY4 4QY

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Date _____
Interview No. IS33
Reference _____

Company TELEVISION LTD.
Address PRISTON NEW RD.
BURTON

Tel: 0253 66111
Contact Name A K GORDON
Dept/Division D. P.

Title D. P. Director

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no \rightarrow Please go to Q. 3

Manufacturer ICL
Model 1902T
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no \rightarrow Please go to Q. 3

Type of Terminal used 1191 VDU
Quantity 23
Type of Terminal used 1503 RJE
Quantity 2

Q.3. Do you use external bureaux services?

☐ yes ☒ no \rightarrow Please go to Q. 6

a) They are used for
☐ Batch Computing \rightarrow see (b)
☐ Remote Batch Computing \rightarrow see (c)
☐ Interactive Time-sharing \rightarrow see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ \geq £1000 < £5,000
☐ \geq £5,000 < £12,000
☐ \geq £12,000 < £25,000
☐ \geq £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

Q.6.

Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.			
b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.			
c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.			
d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.			
e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.			
f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.			

a) ☐ Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes☐ no

INPUT

639

Mr. D. Trayers
DP Manager
Waring & Gillow
6-8 Meetinghouse Lane
Sheffield, S1 1DS

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company WARING & GUNN (HOLDINGS) LTD
Address 6-8 MEXTONHOUSE LANE
SHEFFIELD 1

Tel: 0742-24356

Contact Name A TRAYERS

Dept/Division -

Title DPM

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM
Model S/32
Quantity 2

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used IBM 3741
Quantity 2
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☒ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☒ OTHER (Specify) Centrifile

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☒ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ☐ % per annum growth/decline
☐ Remote Computing ☐ % per annum growth/decline
☐ Interactive timesharing ☐ % p.a. growth/decline

delete as appropriate

INPUT

INI

91-831,
832

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☒☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☒☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐☒☐

Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes☐ no

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. D. Kitchen
DP Manager
Travis & Arnold Ltd
1st Floor
Scottish Life House
St. Katherine's Street
Northampton
Northants

TIMES TOP 1000 COMPANIES

Company Travis & Angell Ltd.
 Address 15 Floor, Southside House,
St. Katherine Street,
Northampton
 Tel: Northampton 32453
 Contact Name D.A. KITCHEN
 Dept/Division D.P. DEPT.

Date
 Interview No. 3245
 Reference

Title D.P.M.

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer I.C.L.
 Model 2903/30
 Quantity 1 System

Manufacturer
 Model
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used
 Quantity
 Type of Terminal used
 Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for One Third of the Group's
Purchase Ledger & Payroll
 Batch Computing → see (b)
 Remote Batch Computing → see (c)
 Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☒ OTHER (Specify) N.F.B. H. (Ex-Office)
" Midland Bank (Payroll)

INPUT

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☒ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 100 % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline
 delete as appropriate

INP

CV 8321

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) ☐ Engineering/Scientific

☐
☐
☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒
☐
☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☒
☒
☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel

☒
☒
☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒
☐
☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☒
☒
☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes

☐ no

INPUT

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. A.E. Wicks
Data Processing Manager
A.D. International Ltd
Churchfield Road
Walton-on-Thames
Surrey

TIMES TOP 1000 COMPANIES

Date 1558
Interview No. 1558
Reference

Company ADI
Address CHURCHFIELD ROAD
WATTON ON THAMES
SURREY
Tel: WOT 28933
Contact Name A.E. WICES
Dept/Division

Title D.P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no Please go to Q.3

Manufacturer ICL
Model 2404
Quantity

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no Please go to Q.3

Type of Terminal used
Quantity
Type of Terminal used
Quantity

Q.3. Do you use external bureau services?

☒ yes ☐ no Please go to Q.6

a) They are used for
☒ Batch Computing see (b)
☐ Remote Batch Computing see (c)
☐ Interactive Time-sharing see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datavolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☒ OTHER (Specify) GALDOR (KINGSTON)

for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.I.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work
for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☒ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 10 % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing 10 % p.a. growth/decline
delete as appropriate

5/8 232

Finally, please check those applications which your company presently uses or will use in the future:

WILL USE LESS
IN FUTURE

☐☐

TRIPIT

TIMES TOP 1000 COMPANIES

Company HECHT HEYWARD L RUM LTD

Address MYRTLE HOUSE

70 CLIFTON ST.

LONDON EC2

Tel: 01-626 7820

Contact Name RS BOOKER

Dept/Division ACCOUNTS

Date
Interview No. I636
Reference

Title CHIEF ACCOUNTANT

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer SUMLOCK
Model PRAGMAT
Quantity 2

Manufacturer
Model
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used Quantity
Type of Terminal used Quantity
Type of Terminal used Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)
☒ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☒ OTHER (Specify) SCANDATA for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

☒ Centrefile for 5% of the company's total outside work
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.L.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☒ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 15% per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline

Q.6.

Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) ☐ Engineering/Scientific☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory☒☒☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales☒☒☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel☒☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll☒☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and
Planning☐☐☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes☐ no

INPUT

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

661

Mr. J. Knowles
Data Processing Manager
Hollis Bros & ESA
Craven Hall
Hull, HU9 1NT

SLV 832

TIMES TOP 1000 COMPANIES

Company HOLLIS Bros & ESH LTD.
Address GRAVEN STREET
HULL

Tel: 849 388
Contact Name J. KNOWLES.
Dept/Division COMPUTER SERVICES

Title Group Data Processing Manager.

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer IBM
Model 370/125
Quantity 1

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q. 3

Type of Terminal used IBM 3740 System
Quantity _____
Type of Terminal used _____
Quantity _____

Type of Terminal used Redipon Seecheck.
Quantity _____
Type of Terminal used _____
Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work
for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
delete as appropriate

INPUT

INPUT

91C 832, 311

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--------------------	----------------	------------------------------------	------------------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

757
Mr. D. T. Hulse
Co. Secretary
Leigh & Sullivan Grp.
Knight's Pool
Windmill Street
Macclesfield
Cheshire, SK11 7HR

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company LEIGH IND SILLARAY (CONS LTD)
 Address KNIGHTS POOL
WINDMILL ST
MARLESGREEN
 Tel: MAR 31331
 Contact Name MC D.T. HULSC
 Dept/Division

Date
 Interview No. 1757
 Reference

Title Company Secretary

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer Manufacturer
 Model Model
 Quantity Quantity

Manufacturer Manufacturer
 Model Model
 Quantity Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used Type of Terminal used
 Quantity Quantity
 Type of Terminal used Type of Terminal used
 Quantity Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q. 6

a) They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☒ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)

for 100 % of the company's total outside work
 for 100 % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-LJAX
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work
 for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☒ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline

delete as appropriate

90832

WILL USE LESS
IN FUTURE

9

☐

cal Engineering,

7

Industrial Engineering.

9

☐

Distribution Systems,

☐

1

☐

lications.

☒☐

posting, etc.

☐

4

Analysis and Con-

Questionnaire.

to you?

☐ no

INPUT

TRINITY

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Date
Interview No. 1681
Reference

Company PARKER TIMBER
Address 144 EVELYN ST.
DEPTFORD
LONDON SE8. 5PE
Tel: 01- 692- 7181
Contact Name J. W. MANNING
Dept/Division COMPUTER

Title COMPUTER MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q. 3

Manufacturer <u> </u>	Manufacturer <u> </u>
Model <u> </u>	Model <u> </u>
Quantity <u> </u>	Quantity <u> </u>
Manufacturer <u> </u>	Manufacturer <u> </u>
Model <u> </u>	Model <u> </u>
Quantity <u> </u>	Quantity <u> </u>

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q. 3

Type of Terminal used <u> </u>	Type of Terminal used <u> </u>
Quantity <u> </u>	Quantity <u> </u>
Type of Terminal used <u> </u>	Type of Terminal used <u> </u>
Quantity <u> </u>	Quantity <u> </u>

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q. 6

a) They are used for

<input type="checkbox"/> Batch Computing	→ see (b)
<input type="checkbox"/> Remote Batch Computing	→ see (c)
<input type="checkbox"/> Interactive Time-sharing	→ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasolve	for <u> </u> % of the company's total outside work
<input type="checkbox"/> BARIC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CMG	for <u> </u> % of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for <u> </u> % of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPUTEL	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMPOWER	for <u> </u> % of the company's total outside work
<input type="checkbox"/> IBM	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CDC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for <u> </u> % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/> U.C.C.	Centrefile
<input type="checkbox"/> S.I.A.	
<input type="checkbox"/> U.C.S.L	
<input type="checkbox"/> I.B.M.	
<input type="checkbox"/> COMPOWER	
<input type="checkbox"/> COMPUTEL	
<input type="checkbox"/> SCICON	
<input type="checkbox"/> CDC	
<input type="checkbox"/> LOWNDES-AJAX	
<input type="checkbox"/> OTHER (Specify)	

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell U.S.	for <u> </u> % of the company's total outside work
<input type="checkbox"/> ADP	for <u> </u> % of the company's total outside work
<input type="checkbox"/> COMSHARE	for <u> </u> % of the company's total outside work
<input type="checkbox"/> IBM	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CRC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> ATKINS	for <u> </u> % of the company's total outside work
<input type="checkbox"/> CDC	for <u> </u> % of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for <u> </u> % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="checkbox"/> Batch Computing	<u> </u> % per annum growth/decline	delete as appropriate
<input type="checkbox"/> Remote Computing	<u> </u> % per annum growth/decline	
<input type="checkbox"/> Interactive timesharing	<u> </u> % p.a. growth/decline	

14. 20. 20

48

WILL USE LESS
IN FUTURE

☐

7

7

7

7

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company Keep Brothers Ltd.
Address P.O. Box 48,
The Rotunda,
New South B. Kent
Tel: 021-643-6851
Contact Name J.A. GALL. UNILIT
Dept/Division _____

Date _____
Interview No. 1866
Reference _____

Title Director

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer _____ Model _____ Quantity _____	Manufacturer _____ Model _____ Quantity _____
Manufacturer _____ Model _____ Quantity _____	Manufacturer _____ Model _____ Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used _____ Quantity _____	Type of Terminal used _____ Quantity _____
Type of Terminal used _____ Quantity _____	Type of Terminal used _____ Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasolve	for _____% of the company's total outside work
<input type="checkbox"/> BARIC	for _____% of the company's total outside work
<input type="checkbox"/> CMG	for _____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify) _____	for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/> Centrefile	for _____% of the company's total outside work
<input type="checkbox"/> U.C.C.	for _____% of the company's total outside work
<input type="checkbox"/> S.I.A.	for _____% of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for _____% of the company's total outside work
<input type="checkbox"/> I.B.M.	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> SCICON	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify) _____	for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	for _____% of the company's total outside work
<input type="checkbox"/> ADP	for _____% of the company's total outside work
<input type="checkbox"/> COMSHARE	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CRC	for _____% of the company's total outside work
<input type="checkbox"/> ATKINS	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify) _____	for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="checkbox"/> Batch Computing _____% per annum growth/decline	} delete as appropriate
<input type="checkbox"/> Remote Computing _____% per annum growth/decline	
<input type="checkbox"/> Interactive timesharing _____% p.a. growth/decline	

800 715

WILL USE LESS
IN FUTURE

☐

932
Mr. R. Summers
Head, Systems & Development
C.E. Heath & Co.
Colman House
Victoria Avenue
Southend on Sea
Essex

☐

20

☐

CM

☐☐

152

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company CHEATIN & CO LTD.
 Address CONWAY HOUSE
VICTORIA AV.
SOUTHEND
 Tel: 49431
 Contact Name R. SUMMERS
 Dept/Division D.P.

Date 1932
 Interview No. 1932
 Reference 1932

Title HEAD OF SYSTEMS
& D.P.

1.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IBM Manufacturer IBM
 Model 135 Model 135
 Quantity 1 Quantity 1

Manufacturer IBM Manufacturer IBM
 Model 135 Model 135
 Quantity 1 Quantity 1

1.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used IBM Type of Terminal used IBM
 Quantity 1 Quantity 1
 Type of Terminal used IBM Type of Terminal used IBM
 Quantity 1 Quantity 1

1.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

They are used for MODEL INC
☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☒ Interactive Time-sharing → see (d)

We use the following bureaux for Batch Services:

☐ BOC Dataolve for 100% of the company's total outside work
☐ BARIC for 100% of the company's total outside work
☐ CMG for 100% of the company's total outside work
☐ ADP/Management Dynamics for 100% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for 100% of the company's total outside work
☐ COMPUTEL for 100% of the company's total outside work
☐ COMPOWER for 100% of the company's total outside work
☐ IBM for 100% of the company's total outside work
☐ CDC for 100% of the company's total outside work
☐ OTHER (Specify) 100% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for 100% of the company's total outside work
☐ S.I.A. for 100% of the company's total outside work
☐ U.C.S.L. for 100% of the company's total outside work
☐ I.B.M. for 100% of the company's total outside work
☐ COMPOWER for 100% of the company's total outside work
☐ COMPUTEL for 100% of the company's total outside work
☐ SCICON for 100% of the company's total outside work
☐ CDC for 100% of the company's total outside work
☐ LOWNDES-AJAX for 100% of the company's total outside work
☐ OTHER (Specify) 100% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for 100% of the company's total outside work
☐ ADP for 100% of the company's total outside work
☐ COMSHARE for 100% of the company's total outside work
☐ IBM for 100% of the company's total outside work
☐ CRC for 100% of the company's total outside work
☐ ATKINS for 100% of the company's total outside work
☐ CDC for 100% of the company's total outside work
☐ OTHER (Specify) 100% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☒ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 100% per annum growth/decline
☐ Remote Computing 100% per annum growth/decline
☐ Interactive timesharing 100% p.a. growth/decline

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

854
Mr. P. Hart
Kimpher
Centre House
114 Charing Cross Road
London WC2 OLJ

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

TIMES TOP 1000 COMPANIES

Company KIMBER LTD.
Address 114 CHARING CROSS ROAD
LONDON
WC2H 0LS
Tel: 01-240 2891
Contact Name P.R. HART
Dep/Division _____

Date _____
Interview No. 1854
Reference _____

Title DIVISIONAL ACCOUNTANT

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer _____ Model _____ Quantity _____	Manufacturer _____ Model _____ Quantity _____
Manufacturer _____ Model _____ Quantity _____	Manufacturer _____ Model _____ Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used _____ Quantity _____	Type of Terminal used _____ Quantity _____
Type of Terminal used _____ Quantity _____	Type of Terminal used _____ Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

<input checked="" type="checkbox"/> Batch Computing	→ see (b)
<input type="checkbox"/> Remote Batch Computing	→ see (c)
<input type="checkbox"/> Interactive Time-sharing	→ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasolve	for _____% of the company's total outside work
<input type="checkbox"/> BARIC	for _____% of the company's total outside work
<input type="checkbox"/> CMG	for _____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input checked="" type="checkbox"/> OTHER (Specify) <u>ADSERVE</u>	for _____% of the company's total outside work

40%
55%
LOWNDES AJAX 5%

INPUT

c) We use the following bureaux for Remote Batch Services

Centrefile	for _____% of the company's total outside work
<input type="checkbox"/> U.C.C.	for _____% of the company's total outside work
<input type="checkbox"/> S.I.A.	for _____% of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for _____% of the company's total outside work
<input type="checkbox"/> I.B.M.	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> SCICON	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.	for _____% of the company's total outside work
<input type="checkbox"/> ADP	for _____% of the company's total outside work
<input type="checkbox"/> COMSHARE	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CRC	for _____% of the company's total outside work
<input type="checkbox"/> ATKINS	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input checked="" type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input checked="" type="checkbox"/> Batch Computing <u>10</u> % per annum growth/decline	delete as appropriate
<input type="checkbox"/> Remote Computing _____% per annum growth/decline	
<input type="checkbox"/> Interactive timesharing _____% p.a. growth/decline	

INPUT

916804

WILL USE LESS
IN FUTURE .

☐☐

11

☐☐☐

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

20

INPUT

התאחדות

1500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

TIMES TOP 1000 COMPANIES

Company SATCHI SATCHI CARLTON COMPTON
Address ACCOUNTS DEPT. CARLTON HOUSE
NORTHGATE ST.
GLoucester

Tel: 0452-84831301
Contact Name D.J. SAINSBURY
Dep/Division ACCOUNTS
Title DP MANAGER

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no ☐ Please go to Q. 3

Manufacturer NCR Manufacturer NCR
Model 8200 Model 500
Quantity 1 Quantity 1

Manufacturer _____ Manufacturer _____
Model _____ Model _____
Quantity _____ Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ Yes ☐ no ☐ Please go to Q. 3

Type of Terminal used VDU Type of Terminal used _____
Quantity 1 Quantity _____
Type of Terminal used _____ Type of Terminal used _____
Quantity _____ Quantity _____

Q.3. Do you use external bureaux services?

☒ Yes ☐ no ☐ Please go to Q. 6

a) They are used for

☒ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve ☐ for _____ % of the company's total outside work
☐ BARIC ☐ for _____ % of the company's total outside work
☐ CMG ☐ for _____ % of the company's total outside work
☐ ADP/Management Dynamics ☐ for _____ % of the company's total outside work
☐ GEEST/Cambridge Comp. Service ☐ for _____ % of the company's total outside work
☐ COMPUTEL ☐ for _____ % of the company's total outside work
☐ COMPOWER ☐ for _____ % of the company's total outside work
☐ IBM ☐ for _____ % of the company's total outside work
☐ CDC ☐ for _____ % of the company's total outside work
☐ OTHER (Specify) ASERVE ☐ for 10 % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile ☐
U.C.C. ☐ for _____ % of the company's total outside work
S.I.A. ☐ for _____ % of the company's total outside work
U.C.S.L. ☐ for _____ % of the company's total outside work
I.B.M. ☐ for _____ % of the company's total outside work
COMPOWER ☐ for _____ % of the company's total outside work
COMPUTEL ☐ for _____ % of the company's total outside work
SCICON ☐ for _____ % of the company's total outside work
CDC ☐ for _____ % of the company's total outside work
LOWNDES-AJAX ☐ for _____ % of the company's total outside work
OTHER (Specify) ☐ for _____ % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S. ☐ for _____ % of the company's total outside work
ADP ☐ for _____ % of the company's total outside work
COMSHARE ☐ for _____ % of the company's total outside work
IBM ☐ for _____ % of the company's total outside work
CRC ☐ for _____ % of the company's total outside work
ATKINS ☐ for _____ % of the company's total outside work
CDC ☐ for _____ % of the company's total outside work
OTHER (Specify) ☐ for _____ % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☒ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 90 % per annum growth/decline
☐ Remote Computing 90 % per annum growth/decline
☐ Interactive timesharing _____ % p.a. growth/decline

delete as appropriate

INPUT

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

969
Mr. M. Shepherd
Twinlock
36 Croydon Road
Beckenham, Kent
BR3 4BH

516 865

TIMES TOP 1000 COMPANIES

Company INWILCO L1D
 Address 36 GORDON RD.
BECKENHAM
KENT
 Tel: 01-650-4218
 Contact Name M. SHEPHERD
 Dept/Division _____

Date _____
 Interview No. 1969
 Reference _____

Title DIVISIONAL FINANCIAL

Director

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3

Manufacturer HONEYWELL
 Model H1250
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q. 3

Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q. 6

a) They are used for

☐ Batch Computing ☐ see (b)
☐ Remote Batch Computing ☐ see (c)
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £5,000
☐ ≥ £5,000 < £12,000 ☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

45. 028

WILL USE LESS
IN FUTURE .

☐

73

7

74

☐

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☐

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☐

1

Remain unchanged. ☐

13

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

no

INPUT

TURN

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

830

Mr. A. Lewin
DP Director
Minet Holdings
10-17 Seven Ways Parade
Woodford Avenue
Ilford, Essex

TIMES TOP 1000 COMPANIES

Company J. H. MINTET & Co Ltd.
Address 10-17 Sevenways Parade,
Woodford Ave.,
Widnes, Cheshire.
Tel: 01-530 6635
Contact Name A. R. Lewis
Dept/Division Tech. Services

Date 18/30
Interview No. 1830
Reference

Title D.P. Director

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q. 3

Manufacturer IBM Manufacturer
Model 370/125 Model
Quantity 1 Quantity

Manufacturer Manufacturer
Model Model
Quantity Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q. 3

Type of Terminal used Type of Terminal used
Quantity Quantity
Type of Terminal used Type of Terminal used
Quantity Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q. 6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☒ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for % of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWINDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☒ IBM for 100 % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☒ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing → % per annum growth/decline
☐ Remote Computing → % per annum growth/decline
☐ Interactive timesharing 20 % p.a. growth/decline
delete as appropriate

1888

Mr. P. Gibson
London Weekend Television (Holdings)
Kent House
Upper Ground
London SE1 9LT

6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

<input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

<input checked="" type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Commercial Control, Management Reports etc.

<input checked="" type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

<input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

<input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

<input checked="" type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Control, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

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TEL: 01-439 6288

198-715

[illegible]

a) ☐ Engineering/Scientific ☐ ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☐ ☐ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c)	Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
----	-----------------	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
e)		General Accounting/Payroll		

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f)	<input type="checkbox"/>	Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
----	--------------------------	---------------------------------	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

TRAN

LEAD

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

Mr. R. Mordey
DP Manager
Trident Television
Television Centre
Kirkstall Road
Leeds LS3 1JS

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

TIMES TOP 1000 COMPANIES

Date _____
Interview No. 1502
Reference _____

Company TRIDENT TELEVISION LTD
Address THE TELEVISION CENTRE
LEEDS LS3 1SS

Tel: 38283 EXT 216
Contact Name R.A. MORDEY
Dep't/Division DATA PROCESSING

DATA PROCESSING MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q. 3
 Manufacturer: HONEYWELL
 Model: 66/05
 Quantity: 1

Manufacturer _____
Model _____
Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q. 3

Type of Terminal used INCENTRY 20/20

Quantity 30

Type of Terminal used TELETYPE

Quantity 4

Q3. Do you use external bureaux services?

☐ yes ☒ no Please go to Q. 6

a) They are used for

	see (b)	see (c)	see (d)
<input type="checkbox"/> Batch Computing	→		
<input type="checkbox"/> Remote Batch Computing		→	
<input type="checkbox"/> Interactive Time-sharing			→

b) We use the following bureaux for Batch Services:

<input type="checkbox"/>	BOC Datasolve	for _____% of the company's total outside work
<input type="checkbox"/>	BARIC	for _____% of the company's total outside work
<input type="checkbox"/>	CMG	for _____% of the company's total outside work
<input type="checkbox"/>	ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/>	GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/>	COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/>	COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/>	IBM	for _____% of the company's total outside work
<input type="checkbox"/>	CDC	for _____% of the company's total outside work
<input type="checkbox"/>	OTHER (Specify)	for _____% of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/>	Centrafile	for ____% of the company's total outside work
<input type="checkbox"/>	U.C.C.	for ____% of the company's total outside work
<input type="checkbox"/>	S.I.A.	for ____% of the company's total outside work
<input type="checkbox"/>	U.C.S.L	for ____% of the company's total outside work
<input type="checkbox"/>	I.B.M.	for ____% of the company's total outside work
<input type="checkbox"/>	COMPOWER	for ____% of the company's total outside work
<input type="checkbox"/>	COMPUTEL	for ____% of the company's total outside work
<input type="checkbox"/>	SCICON	for ____% of the company's total outside work
<input type="checkbox"/>	CDC	for ____% of the company's total outside work
<input type="checkbox"/>	LOWNDES-AJAX	for ____% of the company's total outside work
<input type="checkbox"/>	OTHER (Specify)	for ____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/>	Honeywell U.S.	for _____% of the company's total outside work
<input type="checkbox"/>	ADP	for _____% of the company's total outside work
<input type="checkbox"/>	COMSHARE	for _____% of the company's total outside work
<input type="checkbox"/>	IBM	for _____% of the company's total outside work
<input type="checkbox"/>	CRC	for _____% of the company's total outside work
<input type="checkbox"/>	ATKINS	for _____% of the company's total outside work
<input type="checkbox"/>	CDC	for _____% of the company's total outside work
<input type="checkbox"/>	OTHER (Specify)	for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing _____ % per annum growth/decline
- Remote Computing _____ % per annum growth/decline
- Interactive timesharing _____ % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐☐☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐☐☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐☐☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐☐☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒☒☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☐☒☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes☐ no

689
Mr. R. Birt
DP Co-ordinator
Pontin's
Jacey House
The Lansdowne
Bournemouth
Dorset

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

INPUT

TIMES TOP 1000 COMPANIES

Company PONTINI LTD
 Address PINE GRANGE
BATH ROAD
ROUENHEATH
 Tel: 24784
 Contact Name R.A. RAY
 Dept/Division _____

Title 2.P. COORDINATOR

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for
☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☒ OTHER (Specify) FENI DATA SERVICES
TRANS SERVICES

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for 100% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☒ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

INPUT

FENI DATA SERVICES
 TRANS SERVICES

INP

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

INPUT

723
Mr. A. Strang
DP Manager
Reo Stakis Organisation
443 Parliamentary Road
Glasgow, G4 OAE

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company The Geo Markis Organisation Ltd.
 Address 44-3 Parliamentary Road
Flagdon
GL4 0AE

Tel: 041-332-9711

Contact Name Mr. A. A. Adams

Dep't/Division D.P. Department

Title D.P. Manager

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IBM
 Model System 3 model 12
 Quantity one

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used ITT
 Quantity four
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work
 for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline

delete as appropriate

50803

WILL USE LESS
IN FUTURE

☐☒☒☒☒☒☒

4

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

Trust

TURN

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TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. C.C. Stone
Computer Manager
Sketchley
Sketchley Dye Works
Hinckley
Leics LE10 2NE

TIMES TOP 1000 COMPANIES

Company SHGTCHELEY LTD
 Address PO Box 7
Rugby CV21 1B
HINCHLEY LONDON
 Tel: 0435 38133
 Contact Name C.C. STONE
 Dept/Division COMPUTER

1010 2nd

Title Computer Manager

Date 1817
 Interview No. 1817
 Reference

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no → Please go to Q. 3

Manufacturer Honeywell
 Model H115
 Quantity 1

Manufacturer C.N.C. & DATA ALP
 Model 5200
 Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ Yes ☒ no → Please go to Q. 3

Type of Terminal used _____ Quantity _____
 Type of Terminal used _____ Quantity _____
 Type of Terminal used _____ Quantity _____

Q.3. Do you use external bureaux services?

☐ Yes ☒ no → Please go to Q. 6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing _____% per annum growth/decline
☐ Remote Computing _____% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

5294

WILL USE LESS
IN FUTURE .

1000000

ical Engineering,

☐ ☒ ☐

Industrial Engineering.

□ □ □

Distribution Systems,

1000000

Applications.

☐ ☒ ☒

Customer Accounts, Costing, etc.

☐ ☒ ☐

ysis and Con-

questionnaire.

to you?

☒ yes ☐ no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

THE

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TEL: 01-439 6288

96 894

Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

☐ Engineering/Scientific

☐
☐
☐

Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

☒ Production/Inventory

☒
☒
☐

Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Material Control, Management Reports etc.

☐ Marketing/Sales

☐
☒
☐

Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, and Sales Planning, Management Reports etc.

☒ Personnel

☐
☒
☐

Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

☒ General Accounting/Payroll

☒
☒
☐

Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

☒ Financial Analysis and Planning

☐
☒
☐

Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Control, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

Many of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

720
Mr. A. Cornish
DP Manager
Caffyns
Saffrons Rooms
Meads Road
Eastbourne
Sussex, BN20 7DR

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Interview No. 1000
Reference 1000

Company CAPRENS LTD
Address 1000
Tel: 1000
Contact Name 1000
Dept/Division 1000

Title DATA PROCESSING MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no 1000 Please go to Q.3

Manufacturer 1000
Model 1000
Quantity 1000

Manufacturer 1000
Model 1000
Quantity 1000

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no 1000 Please go to Q.3

Type of Terminal used 1000
Quantity 1000

Type of Terminal used 1000
Quantity 1000

Q.3. Do you use external bureaux services?

☐ yes ☒ no 1000 Please go to Q.6

a) They are used for

☐ Batch Computing 1000 see (b)
☐ Remote Batch Computing 1000 see (c)
☐ Interactive Time-sharing 1000 see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify) 1000

for 1000 % of the company's total outside work
for 1000 % of the company's total outside work
for 1000 % of the company's total outside work
for 1000 % of the company's total outside work
for 1000 % of the company's total outside work
for 1000 % of the company's total outside work
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for 1000 % of the company's total outside work
for 1000 % of the company's total outside work
for 1000 % of the company's total outside work
for 1000 % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) 1000

for 1000 % of the company's total outside work
for 1000 % of the company's total outside work
for 1000 % of the company's total outside work
for 1000 % of the company's total outside work
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for 1000 % of the company's total outside work
for 1000 % of the company's total outside work
for 1000 % of the company's total outside work
for 1000 % of the company's total outside work
for 1000 % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 1000 % per annum growth/decline
☐ Remote Computing 1000 % per annum growth/decline
☐ Interactive timesharing 1000 % p.a. growth/decline

delete as appropriate

INPUT

IN

☐☐

□

☐

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1

TIMES TOP 1000 COMPANIES

Company Hanger International Ltd
 Address Deane Road
190 Broad Street
Birmingham B15 1EA
 Tel: 021-643-7131
 Contact Name S. R. Jones
 Dept/Division _____

Title Group Secretary

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

Manufacturer _____
 Model _____
 Quantity _____

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q. 3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q. 6

a) They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☒ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve
☐ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☐ OTHER (Specify)
Kalamayor Computer Services
Hobkyns.

INPUT

60%
30%

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☐ LOWNDES-AJAX
☐ OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☒ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify)

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☒ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 30 % per annum growth/decline/delete as appropriate
☒ Remote Computing 30 % per annum growth/decline/delete as appropriate
☒ Interactive timesharing 50 % p.a. growth/decline/delete as appropriate

INPUT

J142

894
gcl

Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
--------------------	----------------	------------------------------------	------------------------------------

Engineering/Scientific

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--------------------------	--------------------------	--------------------------

Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electronic Engineering, Operations Research etc.

Production/Inventory

<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
-------------------------------------	-------------------------------------	--------------------------

Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Control, Management Reports etc.

Marketing/Sales

<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
-------------------------------------	-------------------------------------	--------------------------

Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Sales Planning, Management Reports etc.

Personnel

<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
-------------------------------------	-------------------------------------	--------------------------

Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

General Accounting/Payroll

<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
-------------------------------------	-------------------------------------	--------------------------

Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Financial Analysis and Planning

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--------------------------	--------------------------	--------------------------

Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Capital Investment Analysis etc.

For your cooperation in filling in this questionnaire.

of the Data provided by companies in your category will be shortly available. May we send it to you?

742
Mr. M. J. Shenton
DP Manager
TC Harrison
53-67 London Road
Sheffield, S2 4LD

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL. 01-439 6288

5/15 8/13/4

WILL USE LESS
IN FUTURE

4

b) ☐ Production/Inventory

☒

c) ☐ Marketing/Sales

☒

d) ☐ Personnel

4

e) ☐ General Accounting/Payroll

4

f) ☐ Financial Analysis and Planning

9

9

□

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

INPUT

THE

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TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

678
Mr. A. S. Marston
Grp. Chief Accountant
Lookers Ltd.
776 Chester Road
Stretford
Manchester, M32 0QH

TIMES TOP 1000 COMPANIES

Company LOCKHEED CORP.
 Address 776 CHERRY ROAD
STRETTON
MANCHESTER M13 2QH
 Tel: 061-265-4433
 Contact Name A. J. MARRIOTT
 Dept/Division N/A

Title Chief Accountant

Date 16/78
 Interview No. 1678
 Reference

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer Manufacturer
 Model Model
 Quantity Quantity

Manufacturer Manufacturer
 Model Model
 Quantity Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used Type of Terminal used
 Quantity Quantity
 Type of Terminal used Type of Terminal used
 Quantity Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datacube for % of the company's total outside work
☐ BARIC for % of the company's total outside work
☐ CMG for 50% of the company's total outside work
☐ ADP/Management Dynamics for % of the company's total outside work
☐ GEEST/Cambridge Comp. Service for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) DATA Science Associates. for 30%
MILL Associates. for 20%

INPUT

INPUT

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for % of the company's total outside work
☐ S.I.A. for % of the company's total outside work
☐ U.C.S.L. for % of the company's total outside work
☐ I.B.M. for % of the company's total outside work
☐ COMPOWER for % of the company's total outside work
☐ COMPUTEL for % of the company's total outside work
☐ SCICON for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ LOWNDES-AJAX for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for % of the company's total outside work
☐ ADP for % of the company's total outside work
☐ COMSHARE for % of the company's total outside work
☐ IBM for % of the company's total outside work
☐ CRC for % of the company's total outside work
☐ ATKINS for % of the company's total outside work
☐ CDC for % of the company's total outside work
☐ OTHER (Specify) for % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☒ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing % per annum growth/decline
☐ Remote Computing % per annum growth/decline
☐ Interactive timesharing % p.a. growth/decline
 delete as appropriate

Q.5. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☐ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

797
Mr. B. J. Symons
DP Manager
Peugeot Automobiles
Peugeot House
333 Western Avenue
Acton, W3 ORS

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

516 894

TIMES TOP 1000 COMPANIES

Company PERCEPIT AVAILABLES LTD.
 Address 333 West Ave
Atlanta GA
30308

Tel: 404-233-2331

Contact Name B. J. SYMONS

Dept/Division DATA PROCESSING

Title P. MGR

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q. 3

Manufacturer IBM
 Model SYSTEM 3 MODEL 12
 Quantity ONE

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q. 3

Type of Terminal used _____
 Quantity _____

Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q. 6

a) They are used for

☐ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

i) We use the following bureaux for Batch Services:

☒ BOC Datasolve for 60% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☒ OTHER (Specify) COMPUTER PIVOTALS & LUDDECAS 10%

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for 30% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) _____

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) _____

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☒ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 50% per annum growth/decline
☐ Remote Computing 0% per annum growth/decline
☐ Interactive timesharing _____% p.a. growth/decline
 delete as appropriate

808 170

651
Mr. N. Wood
Data Processing Manager
Renwick Group
Renwick House
Brixham Road
Paignton
Devon, TQA 7BN

□ □ □

b)	<input checked="" type="checkbox"/>	Production/Inventory
----	-------------------------------------	----------------------

A SURVEY OF THE

□ □ □

TIMES TOP 1000 COMPANIES

□ □ □

☒ General Accounting/Payroll

□ □ □ □ □

☒ Financial Analysis and Planning☐ ☒ ☒

Thank you for your cooperation in filling in this questionnaire.

yes ☒ no ☐

INPUT

TRINITY

1500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company THE RENWICK GROUP LTD
 Address RENWICK HOUSE
BRIXHAM ROAD
PALNTON DEVON

Tel: 0303 555261

Contact Name N F WOOD

Dept/Division GROUP

Title DDM

Date 1651
 Interview No. 1651
 Reference 1651

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM
 Model SYSTEM 3 MODEL 8
 Quantity ONE
BEING REPLACED JAN 79 BY

Manufacturer IBM
 Model SYSTEM 34
 Quantity ONE

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used IBM 3741 PRINTER Type of Terminal used IBM 3741 PRINTER
 Quantity ONE Quantity TWO BY SEPT 78
 Type of Terminal used IBM 3741 PRINTER Type of Terminal used IBM 3741 PRINTER
 Quantity ONE Quantity TWO BY SEPT 78

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☒ Batch Computing ☐ Remote Batch Computing ☐ Interactive Time-sharing
 see (b) see (c) see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Database ☐ BARIC ☐ CMG ☐ ADP/Management Dynamics ☐ GEEST/Cambridge Comp. Service ☐ COMPUTEL ☐ COMPOWER ☐ IBM ☐ CDC ☒ OTHER (Specify) RA WILLIAMS [SYSTEM CONSULTANTS] LTD
 for 100% of the company's total outside work

FLEET

c) We use the following bureaux for Remote Batch Services

Centrefile ☐ U.C.C. ☐ S.I.A. ☐ U.C.S.L. ☐ I.B.M. ☐ COMPOWER ☐ COMPUTEL ☐ SCICON ☐ CDC ☐ LOWNDES-AJAX ☐ OTHER (Specify) OTHER (Specify)

for 0% of the company's total outside work
 for 0% of the company's total outside work
 for 0% of the company's total outside work
 for 0% of the company's total outside work
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 for 0% of the company's total outside work
 for 0% of the company's total outside work
 for 0% of the company's total outside work
 for 0% of the company's total outside work
 for 0% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. ☐ ADP ☐ COMSHARE ☐ IBM ☐ CRC ☐ ATKINS ☐ CDC ☐ OTHER (Specify) OTHER (Specify)

for 0% of the company's total outside work
 for 0% of the company's total outside work
 for 0% of the company's total outside work
 for 0% of the company's total outside work
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 for 0% of the company's total outside work
 for 0% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☒ < £1000 ☐ ≥ £12,000 < £25,000
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 0% per annum growth/decline
☒ Remote Computing 0% per annum growth/decline
☒ Interactive Time-sharing 0% p.a. growth/decline
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION

USE NOW

WILL USE MORE
IN FUTURE

WILL USE LESS
IN FUTURE .

a) ☐ Engineering/Scientific

☐

9



Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales



Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐

7

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

☐

4

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

4

□

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

☐ no

Train

TURN

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company TOYOTA (G.B.) LTD.
 Address Fleming Way
Crawley
Sussex

Tel: _____
 Contact Name D. H. KING
 Dept/Division _____

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no → Please go to Q.3

Manufacturer ICL Manufacturer _____
 Model 1901T Model _____
 Quantity 1 Quantity _____

Manufacturer _____ Manufacturer _____
 Model _____ Model _____
 Quantity _____ Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ Yes ☐ no → Please go to Q.3

Type of Terminal used 7502's Type of Terminal used _____
 Quantity 3 Quantity _____
 Type of Terminal used _____ Type of Terminal used _____
 Quantity _____ Quantity _____

Q.3. Do you use external bureaux services?

☒ Yes ☐ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)
☒ Remote Batch Computing → see (c)
☒ Interactive Time-sharing → see (d)

i) We use the following bureaux for Batch Services:

☐ BOC Datasolve for _____% of the company's total outside work
☐ BARIC for _____% of the company's total outside work
☐ CMG for _____% of the company's total outside work
☐ ADP/Management Dynamics for _____% of the company's total outside work
☐ GEEST/Cambridge Comp. Service for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C. for _____% of the company's total outside work
☐ S.I.A. for _____% of the company's total outside work
☐ U.C.S.L. for _____% of the company's total outside work
☐ I.B.M. for _____% of the company's total outside work
☐ COMPOWER for _____% of the company's total outside work
☐ COMPUTEL for _____% of the company's total outside work
☐ SCICON for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ LOWNDES-AJAX for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☒ Honeywell I.S. for _____% of the company's total outside work
☐ ADP for _____% of the company's total outside work
☐ COMSHARE for _____% of the company's total outside work
☐ IBM for _____% of the company's total outside work
☐ CRC for _____% of the company's total outside work
☐ ATKINS for _____% of the company's total outside work
☐ CDC for _____% of the company's total outside work
☐ OTHER (Specify) for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☒ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 20 % per annum growth/decline
☒ Remote Computing 20 % per annum growth/decline
☒ Interactive timesharing 20 % p.a. growth/decline
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
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Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

INPUT

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1
TEL: 01-439 6288

Mr. T. Fox
Director
Office Cleaning Services
28-34 Eagle Street
London W.C.1

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

800

18

TIMES TOP 1000 COMPANIES

Company OFFICE CLEANING SERVICES
 Address 50 - 54 BONDWAY
LONDON SW3
 Tel: 735-7151
 Contact Name R.S. HACKMAN
 Dept/Division ACCOUNTS

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer BULLDOGS
 Model 3500
 Quantity 1

Manufacturer _____
 Model _____
 Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used _____
 Quantity _____
 Type of Terminal used _____
 Quantity _____

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)
☐ Remote Batch Computing → see (c)
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore
☒ BARIC
☐ CMG
☐ ADP/Management Dynamics
☐ GEEST/Cambridge Comp. Service
☐ COMPUTEL
☐ COMPOWER
☐ IBM
☐ CDC
☒ OTHER (Specify) GETCH + GATCH

for 1% % of the company's total outside work
 for 1% % of the company's total outside work
 for 1% % of the company's total outside work
 for 1% % of the company's total outside work
 for 1% % of the company's total outside work
 for 1% % of the company's total outside work
 for 1% % of the company's total outside work
 for 1% % of the company's total outside work
 for 1% % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile
☐ U.C.C.
☐ S.I.A.
☐ U.C.S.L.
☐ I.B.M.
☐ COMPOWER
☐ COMPUTEL
☐ SCICON
☐ CDC
☒ LOWNDES-AJAX
☐ OTHER (Specify) _____

for _____ % of the company's total outside work
 for _____ % of the company's total outside work
 for _____ % of the company's total outside work
 for _____ % of the company's total outside work
 for _____ % of the company's total outside work
 for _____ % of the company's total outside work
 for _____ % of the company's total outside work
 for _____ % of the company's total outside work
 for _____ % of the company's total outside work
 for _____ % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.
☐ ADP
☐ COMSHARE
☐ IBM
☐ CRC
☐ ATKINS
☐ CDC
☐ OTHER (Specify) _____

for _____ % of the company's total outside work
 for _____ % of the company's total outside work
 for _____ % of the company's total outside work
 for _____ % of the company's total outside work
 for _____ % of the company's total outside work
 for _____ % of the company's total outside work
 for _____ % of the company's total outside work
 for _____ % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000
☐ ≥ £1000 < £5,000
☐ ≥ £5,000 < £12,000
☐ ≥ £12,000 < £25,000
☒ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 80 % per annum growth/decline
☒ Remote Computing _____ % per annum growth/decline
☒ Interactive timesharing _____ % p.a. growth/decline
 delete as appropriate

